A U.S. DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

PERIODICAL
READING ROOM

December 17, 1962

TRADE MISSION REPORT

The Philippines

MINING: $200 million for machinery

CHEMICAL: $1 billion investment by 1967

'PACKAGE PLANTS:' tough competition can be overcome

U.S. PRODUCTS: surface barely touched

Business Bulletins *from around the world*

AUSTRALIA—Three Americans buy 7,000 acres in New South Wales from which they expect to produce under irrigation about 10,000 bales of cotton annually. First 1,000 acres to be under cotton by May and entire acreage within 2 years. If venture successful, Australian mills to draw on domestic sources for twice quantity of cotton they consumed from local 1961-62 production, when total of 89,000 bales was consumed—only 9,500 bales locally.

Completion of new 84-cell "pot" line now gives Comalco Industries (partly owned by Kaiser Aluminum) capacity of 35,000 tons of aluminum a year. Completed at cost well below estimated $16 million, annual capacity to increase to 52,000 tons of metal in 1963, or slightly more than Australia's estimated annual aluminum consumption of 50,000 tons.

BELGIUM—Europe's first plant devoted exclusively to production of manganese derivatives for industrial use, SEDEMA (Societe Europeenne des Derives du Manganese), to be completed by end 1963. One-third of 81 million francs ($1.6 million) fixed capital subscribed by Manganese Chemical Corporation of Baltimore, remainder by Belgian Societe Generale.

Bank of Brussels to acquire 51% of Bank of Commerce (Belgium) shares as part of plan to increase its capital by 75 million francs ($1.5 million). Banks will collaborate closely but continue as separate entities.

ETHIOPIA—Construction of Government canvas and rubber shoe factory under way at Akaki. Plant to cost $400,000, financed by Government. Machinery costs of $500,000 to be financed by Czechoslovakian credit.

FRANCE—Construction of pipeline from Le Havre to Paris to start late in 1963. Will carry Saharan natural gas from storage facilities at Le Havre to Paris area. Methane tankers to transport liquefied natural gas from liquefaction plant at Arzew, near Oran, in Algeria, to Le Havre, at annual rate of 15,179 million cubic feet —half of Paris-area 1961 consumption.

Compagnie Joy, wholly-owned subsidiary of Joy Manufacturing Co. of Pittsburgh (manufacturing mining and construction equipment in France) and French company Ateliers Pinguely Ville Gozet (manufacturer of construction equipment) merge to form Joy Ville Gozet. Will manufacture mining and construction equipment, pneumatic machinery, material-handling and industrial dust-removing equipment under U.S. company's licenses.

GREENLAND — Refrigerating plant costing about half-million crowns ($72,500) installed in fish-fillet plant in Godthaab, where demand for refrigerators and freezers growing.

INDIA—New 100,000-ton cement plant of Mysore Cement Co., joint venture of Mudaliar Associates and Kaiser Engineers, inaugurated November 11. Project aided by $1.2 million Cooley loan. Company starting expansion program to double production.

ITALY—Standard Triumph and Ducati Meccanica sign agreement for assembly and sale of Triumph autos in Italy. About 3000 units expected to be sold in first year.

Pirelli, leading tire and rubber products producer, to start construction this month of plant on northern coast of Sicily, eventually to employ 3,000 and utilize synthetic and natural rubber raw materials.

LEBANON — Lower duties announced for two items: refrigerating equipment "for the preservation of agricultural products," now dutiable at nominal 1% ad valorem, compared to the previous 25% rate. Duty on photostat devices used by zincographers also 1%, lowered from 30%.

MOROCCO — National building credit program, aimed at allowing more Moroccans to finance own homes, provides increased credit at lower interest rates for building of private dwellings and for improving and constructing hotel facilities.

Further reductions in imports of vehicles of less than 3000 cc cylinder capacity expected as SOMACA auto assembly plant increases its production, expected to rise shortly from about 20 to 30 units per day. Imports of U. S. automobiles, usually larger than 3000 cc, were up 56% (204 units to 466 units) in first 6 months 1962.

NEPAL — Government reportedly grants permission to Shell International Petroleum Co. of United Kingdom to carry out oil deposits search.

NIGERIA—Five-man Authority established to supervise construction and operation of proposed Niger Dam and accompanying navigation and irrigation facilities. Dam is $190 million project ultimately to produce 1,730,000 kw of electricity for use throughout Nigeria. Negotiations under way to secure necessary financing.

$700,000 engineering factory for production of ferrous and non-ferrous castings and pumping plant equipment planned for Jos. Facility, to be constructed in early 1963, will employ about 200 in initial operations.

TUNISIA — Recent renegotiated Franco-Tunisian Trade Agreement establishes quotas on these French imports: petroleum products; iron and steel bars and shapes, rolled steel; some textile machinery; domestic appliances; gramophones and tape recorders; radio and tv receivers; private automobiles; textiles (synthetic); lumber; clocks and watches; clothing; hosiery; mineral water; perfumes; and soap. These quotas do not cover Tunisia's normal consumption demands and therefore should open up opportunities for U.S. exports.

UNITED KINGDOM — Britain and France sign agreement for joint development of supersonic airliner to be in air by 1966 and ready for airline use by 1970. Total cost estimated at $450 million. Supersonic plane expected to cut transatlantic flying time to about 3 hours. British Aviation Corp. and French Sud-Aviation Co. to develop airframe while engine project to be carried out by Bristol Siddeley Engines and SNECMA of France. BOAC and Air France also in project.

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☐ U.S. Government Actions (p. 25)
☐ Foreign Government Actions (p. 24)
☐ Investment Opportunities (p. 19)
☐ World Trade Opportunities (p. 26)
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Director, Bureau of International Commerce

Frederic S. Otis
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Americo A. W. Favale
Director of Graphics

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About the Mission

The objectives of the U.S. Trade and Industrial Development Mission to the Philippines were to promote mutually advantageous trade and investment between the Philippines and the United States. Pages 4 to 17 contain the report of the Mission. A copy of the complete report may be obtained by writing the Trade Mission Division, Office of International Promotion, Department of Commerce, Washington 25, D.C.

International Commerce

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December 17, 1962 Volume 68, Number 27

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BUSINESS SESSION: Members of the United States Trade Mission to the Philippines met with the Chamber of Industries at Manila preliminary to personal meetings with local businessmen. The many business proposals which were presented to the Mission are discussed in detail in this week's issue.

NEED MONEY & KNOW-HOW

Mission finds Philippines a land of opportunity for U.S. firms seeking joint ventures

Macapagal administration is effectively stimulating economic and business expansion; scarce investment capital forces interest rates up; high returns possible

By EUGENE M. LANG
President, Resources and Facilities Corporation

The expression "joint-venture with an American company" describes the most prevalent type of trade opportunity encountered by the U.S. Trade and Industrial Development Mission during its 5-week stay in the Philippines. Wherever the Mission visited (and this included areas providing more than 85% of nonagricultural activity in the Philippines), the Mission found all levels of business and political activity concerned with attracting American investment, usually in combination with manufacturing know-how and management guidance.

Eugene M. Lang

Everywhere, the Filipino business community expressed strong orientation toward the U.S. This has come partly from a long tradition of fruitful collaboration, partly from high regard for American know-how and the "made-in-America" label, and partly from a strong feeling of kinship with the U.S. and the spirit of free enterprise.

Prior to 1962 this basic orientation was overshadowed by a business climate that many Americans did not consider particularly conducive to extending investment in the Philippines. A politically emphasized "Filipino First" policy, coupled with a complex and not always predictable system of currency and business controls blunted the incentives that the Philippines had historically provided to U.S. entrepreneurs.

However, on taking office at the start of 1962, the Macapagal Administration moved to stimulate economic and business expansion. On the basis of an IRBD Study Mission's report President Diosdado Macapagal in January proclaimed a 5-year socio-economic plan designed to boost Philippine GNP to an annual growth rate of 7% by 1967.

The plan calls for a total fixed investment of about $3 billion. About 33% is to go into manufacturing, 33% into transportation-communication, 20% into construction and public works, 3% into mining and about 10% into agriculture and miscellaneous.

The $1 billion-plus to be invested on manufacturing enterprises is targeted as

About the author

Mr. Lang's firm is one of the world's largest organizations specializing in the negotiation and administration of international licensing and joint-venture relationships. His company has initiated and coordinates nearly 300 manufacturing operations in 25 countries on five continents.

follows: basic metals and metal products —44%; basic and other chemicals, 11.5%; pulp and paper, 5.5%; food processing, 4.5%; textiles (ramie and synthetic fibers), 4.5%; non-metallic minerals, 4.5%; wood processing, 3%; cottage industries, 2.5%; miscellaneous, including footwear, apparel, furniture, leather, optical instruments, agricultural implement and tools, 20%.

The President publicly de-emphasized "Filipino First" as a primary element of policy. With the net inflow of new foreign capital scheduled at $860 million for the 5-year period, he indicated the essential role of foreign industrial investment in his growth program. Likewise, with the Government projected to supply only 22% of total new investment, he affirmed that free enterprise will carry the main responsibility for national development. To underscore a fundamental policy that business controls should be minimized, he lifted licensing and foreign exchange controls and freed the value of the peso.

Spurred by this recently constituted background of economic revitalization and decontrol, the Mission found Filipino businessmen exceptionally eager to consider licensing and joint-venture proposals. Fully 75% of the individual business projects which the Mission discussed with Filipino businessmen involved some form of American participation.

Of the 425 business proposals the Mission brought from the U.S., those expressing willingness to consider local manufacture on a license or joint-venture basis with Filipino associates received the most insistent attention.

The reason why

Many Filipino manufacturing enterprises, stimulated by greater import competition since decontrol, are seeking to modernize their manufacturing techniques or to diversify into new products using native materials. Some wish to acquire licenses from American companies who can furnish know-how and the use of well-established trademarks. Such proposals included formulated chemical products, food processing, toys, textile items, shoes, tools, electrical components and appliances.

Large plantation owners, fearing that the European Common Market and the expiration of the Laurel-Langley Agreement (under which Filipino sugar growers are guaranteed a premium U.S. market for sugar) might eventually restrict their present exports of sugar, copra, abaca and other commodities, discussed investment opportunities in new manufacturing enterprise, particularly the processing of farm and plantation products and by-products.

Some Filipinos, holding property or franchises for the development of lumber and mineral resources, indicated a desire to utilize American capital and know-how. The Mission received numerous proposals for the erection of plywood plants and sawmills. It also received projects for extracting and processing a wide variety of mineral resources, in some instances supported by well documented surveys and studies.

Many entrepreneurial and family groups which control widespread business interests and capital facilities indicated readiness to activate long-planned industrial projects which had been postponed pending more encouraging conditions for foreign participation. These groups have usually had a long history of close contact with the U.S. and most are directed by men who have studied or lived in the U.S. They understand and often share American business attitudes and techniques.

The Mission met with many leaders of these groups and discussed joint-venture proposals. In some cases, these were offered in detail, with feasibility supported by extensive and well-documented study.

However, many proposals were made in broad outline and without significant prior analysis, especially in provincial areas. The Mission discussed many undimensioned plantation owners' plans to set up facilities for food processing and canning, slaughtering and meat packing, conversion of lumber with plywood or pulp and paper, production of paper or fibreboard from bagasse, oil-seed extraction, confectionery production, dairy farming and related food processing, and production of animal and poultry feeds.

The greatest number of investment, joint-venture and licensing proposals came from individuals and small companies, often retailers or local wholesalers with limited and sometimes no capital. Some were pursuing ventures outside the realm of their experience or apparent capabilities. However, others presented worthy projects that deserve serious attention.

While most joint-ventures proposed some American investment of cash, relatively few called for cash investment alone. To some extent, this may reflect a feeling summed up by a prominent Filipino industrialist: "More than your capital, we seek your guidance in learning how to use capital—ours as well as yours."

Most requests for joint-ventures involved American know-how and equipment joining with Filipino land, buildings and working capital, with the actual "arithmetic" of the project and the investment required not fully worked out. It was often assumed that feasibility and details would be developed after an American company expressed serious interest and, hopefully, took the initiative in getting the project organized.

Control of an enterprise, whether American or Filipino, seldom seemed a major issue. In fact, many proposals were based on the willingness of the American company to assume management control.

Marketing ignored

The marketing aspects of joint-ventures were also neglected in many proposals. It was often presumed that the Philippine market would automatically absorb contemplated production, or that the American associate or an independent selling agency would take on the sales responsibility.

Planning to manufacture without due regard for marketing represents the approach of a traditionally agrarian economy whose products generally have been sold through independent international agencies, and whose commercial initiative has centered more on buying than selling. The Mission took every occasion to emphasize the essential role of sales planning in creating new enterprises.

The Philippine market for local production is very large and will undoubtedly continue to grow. There is also a large untapped market potential in Southeast Asia where light manufactures of Philippine origin, if aggressively marketed, might well carve out significant volume. This may be possible with items such as footwear and wearing apparel, pharmaceuticals, cement, wood and cottage industry products. The disappearance of British Commonwealth preferences may

Philippine Mission

Pertinent details and statistics on the Philippine Mission:

Itinerary:

Manila	Oct. 8-12
Davao	Oct. 13-16
Cebu	Oct 16-19
Bacolod	Oct. 19-22
Iloilo	Oct. 22-23

425 Business Proposals carried by the Mission for which 941 business contacts were established.

292 Export Opportunities were generated.

141 Investment Opportunities and 50 Import Opportunties.

become a substantial factor in this regard.

Investment capital is scarce in the Philippines and relatively difficult for the small entrepreneur to come by. Intermediate term loans, when possible to obtain, usually bear at least 12% interest. Thus, many projects received by the Mission would involve American capital almost exclusively.

However, if properly set up, some of these enterprises can justify the capital support required. American entrepreneurs may well regard a statement made by a reliable Filipino businessman: "A 25% annual return on investment in the Philippines is considered minimum; a 35% return ordinary; a 50% return far from unknown."

The Philippine policy specifically contemplates protection of local manufacturers by tariff adjustments. President Macapagal has affirmed the intention "to make such further increases in the tariff as may be proved necessary to provide a reasonable margin of preference which will render domestic producers more competitive." Moreover, presidential action has already increased tariffs on almost 700 locally produced import items "in order to protect and encourage the growth of new domestic industries."

Apart from the possibility of relatively attractive investment returns, the so-called "Basic Industries Act" passed in mid-1961 provides additional incentives for enterprises established in 19 specified fields. These include metals, chemicals, food processing and packing, pulp and paper, farm implements and vehicles including parts and tools, engines, textile products, crop development and processing of agricultural items, development and exploitation of natural resources.

The Act permits complete exemption for new "basic" companies (this does not include packaging and assembly plants) from the following imposts: The special import tax (about 6.8% ad valorem); the compensating tax (a variable ad valorem duty that can be very high); and import duties on machinery, equipment and spare parts imported to establish the new enterprise.

Applications for such exemptions are filed with and processed by the 7-man Board of Industries created by the Act. Action on applications has been sluggish, perhaps due to the possible redefinition of "basic" industries, to narrow coverage or to intensify regional orientation. Further, while equipment has been brought in under the Act, importing companies have nevertheless been required to post bonds covering the taxes involved.

Regional development is also a significant consideration in appraising investment opportunities in the Philippines. About 73% of all manufacture is now concentrated in the Manila area, where perhaps less than 10% of the total population is located. The Government's 5-year plan recognizes this imbalance and is specially encouraging economic growth in "the provinces." The Philippine Congress has already enacted 2 regional development programs for the Mindanao and the Central Luzon—Cagayan Valley areas.

The Mission feels that a variety of attractive investment and joint-venture opportunities may be found in the provinces. Some areas which are now dependent on Manila industry and traders offer prime market potential that local production could pre-empt.

Investment law

The Macapagal Administration has also indicated its intention to support an Investment Law that will, among other things, encourage and provide appropriate guarantees to foreign as well as domestic investment. Included among the spate of bills introduced during the last session of the Philippine Congress was a bill which, for specified areas of industry, would guarantee repatriation of dividends, earnings and capital, facilitate employment of non-Filipino personnel, and offer a depreciation "bonus" on investment, and other incentive provisions. It seems significant that only Filipino-controlled joint-ventures would be covered by the bill in its present amended form. The bill is pending and subject to further changes.

Some local Americans and Filipinos doubt that an Investment Law will be enacted. Others expressed the thought that such a law might be restrictive and curtail advantages that now exist. However, the desirability of a law to establish the "ground rules" for investment has been advanced by many Filipino political leaders and members of the business community in discussions with the Mission and in public statements.

Investment consideration

Despite de-emphasis of "Filipino First," both within and without Government, there exists strong preference for ventures involving "substantial Filipino capital and management participation."

This does not rule out 100% foreign owned or foreign controlled projects, but it would not seem imprudent to consider the factor of Filipino control or "substantial" participation as having long-term importance. This is illustrated by some of the administrative problems which some companies in the Philippines encountered in bringing expert working personnel from the U.S. under "Treaty Trader" provisions of the Laurel-Langley Agreement.

Until the expiration of the Laurel-Langley Agreement in 1974, American nationals will continue to enjoy equal treatment with Filipino citizens, even respecting laws which limit the rights or activities of foreigners generally. Thus, enterprises which under Filipino Law must now be at least 60% Filipino owned, can be wholly owned or controlled by American nationals until 1974. Similarly, Americans can still engage in retail trade and may own land, from which non-Filipinos are or will soon be barred.

The National Retail Act enacted in 1954 will ban non-Filipinos from retail trade, in its broadest sense, after 1964. A non-Filipino (or non-American during the duration of the Laurel-Langley Agreement) will not be permitted directly or indirectly to own any share of an enterprise defined to be even partly engaged in retail activity, or to be employed by any such enterprise.

Taxes

Corporate taxes in the Philippines are 22% of the first Peso 100,000 (approximately $25,000) of net income and 30% on any excess. Domestic or resident foreign corporations receiving dividends from corporations subject to Filipino income taxes are exempt from further income tax on 75% of such dividends. Foreign and domestic corporations are also subject to a 25% tax on undistributed profits or surplus that are deemed to be accumulated in order to avoid further taxation of stockholders. The President's 5-year plan, incidentally, proposes the possibility of increased income taxes.

Dividends and profits received by foreign shareholders or partners are now freely remittable, but are subject to a 30% Philippine withholding tax. Fees or compensation for services rendered by non-resident foreign nationals for services performed in the Philippines are also subject to local tax. Compensation for services by non-resident foreign nationals outside the Philippines may or may not be taxed locally.

Royalties paid by licenses in the Philippines to foreign non-resident nationals are subject to a 30% withholding tax. When received by Filipino or resident foreigners, they are subject to regular income taxes. There is a 50% tax on capital gains.

There is no tax agreement between the Philippines and the U.S. so that American citizens and corporations may have a

liability in both countries with respect to the same items of income. Both the U.S. and Philippine revenue codes provide, within limits, for a deduction or credit for foreign income taxes paid. However, this does not provide the full advantages afforded by conventional "double taxation" treaties.

The Philippines have well defined legislation for registration of trademark and tradenames, and for patenting inventions. The laws are substantially patterned after the laws applying in the U.S. and recognize certain international "convention" priorities between the U.S. and the Philippines by virtue of an exchange of letters between the countries.

License and joint-venture agreements may now be negotiated and signed without going through any special formalities or official review. However, under the Basic Industries Law, application must be made to the Board of Industries for approval if the benefits under that law are to be obtained.

It is also important that conditions of agreements be weighed in relation to the National Retail Act and the ultimate expiration of the Laurel-Langley Agreement, as well as any future legislation, such as an Investment Law, that may be enacted. Under all circumstances, of course, the actual climate in all its aspects must be considered along with the written documents.

In appraising the attractiveness of the Philippines for licensing, investment and joint-venture, the Mission carefully considered the profit potential in relation to the risks and problems. The consensus was that few countries in the world now offer American businessmen more attractive opportunities for long-term investment.

The Filipinos genuinely want to work with Americans as associates in establishing and developing their enterprises. The present Government wants to attract American entrepreneurs and provide a business climate conducive to the profitable use of capital. The country is endowed with enormous resources. It presents a scarcely tapped market with a growing population (rising at an annual rate of 3.2%) and expanding individual purchasing power.

The Mission came to the Philippines during a period of transition. The economy is moving from an era of restrictive controls into an era of relatively unfettered enterprise. This requires adjustments in administrative attitude at all working echelons of Government and the implementation of the new and constructive outlook.

To spearhead the transition, the Macapagal Administration has set up "action" planning agencies that are now expediting the useful projects inherited from the past and harnessing them to the content and objectives of the new 5-year socio-economic plan.

A transitional period necessarily involves uncertainties. In rendering an optimistic evaluation, the Mission may seem to be taking much on faith. However, an American businessman cannot be exposed to the dynamic attitude of the Philippine business community (however unprepared it may be in terms of individual project detail) and to the Government's awareness of the earthy problems of stimulating economic growth in an environment of private enterprise (however incomplete may be the agencies or facilities for dealing with these problems) without sharing at least a good measure of the Mission's outlook.

Must bridge gap

There is a great need to bridge the gap between the present inability (or unpreparedness) of the average expansion-minded Filipino businessmen to set up projects in studied detail and the relative inertia of the American businessmen in considering projects whose content has not been adequately organized. The Mission's effort to underline this need was generally considered a particularly valuable service.

The Philippine Government also recognizes this need. Its central economic planning agency is establishing improved facilities to provide needed technical and research guidance to local businessmen. The U.S. AID program is being designed to contribute effectively toward this objective and is working closely with Philippine planning authorities.

It will be some time before the fruits of the administrative and educational job in the Philippines become conspicuous. The Mission believes that many excellent opportunities for Americans to participate in Philippine growth will not wait.

American businessmen must take more than the usual share of initiative. They can find various types of assistance under the AID Program. They will find eager cooperation from Filipino agencies in supplying help and information (and there is a large miscellany of useful survey data to be tapped). The Mission believes that initiative taken now by American business to explore the opportunities for investment, licensing and joint-venture in the Philippines should be amply rewarding.

Philippines offer prime area for U.S. marketing methods

Filipinos prefer American products; want U.S. know-how and equipment for local production of goods

By LESTER WOLFF
President, Co-ordinated Marketing Agency, Inc.

The Philippines, a potential market whose surface has barely been touched, represent a challenge to American marketing ingenuity. Since all evidence points to continued economic growth in this area, the desire for more and better products from the U.S. should expand.

Lester L. Wolff

Filipinos are convinced of the superiority of American products even though they may voice competitive claims regarding products from Japan and Western Europe.

Marketing is in its infancy in the Philippines although several firms, some with great sophistication, have been organized in recent years. However, this area offers tremendous potentialities for American marketing firms and needs all the assistance U.S. firms can offer.

The Philippine market structure has been geared primarily to the processing and fabrication of native raw products. While there is a growing desire to mechanize and automate, handicraft production facilities remain unsophisticated. The ready availability of low cost labor has limited mechanization, with advances limited to a small number of companies, but these are few and far between. Increased technical training is necessary if more small firms are to advance in this direction.

The addition of American technical skills, know-how and equipment, could

About the author

Mr. Wolff's firm has been a major factor in the super market industry and a pioneer in the development of the discount store. He has travelled the world over in search of new ideas and products and in helping to establish practical working relations between companies in the U.S. and other nations.

further marshall the vast latent resources of the Philippines. Philippine businessmen we talked with were all interested in American labeled products, but they want these products to be produced locally.

One of the chief problems confronting the marketing agent in the Philippines is getting the product to market. Few but NAMARCO, the government marketing agency, have any semblance of a distribution system.

There are hundreds, perhaps even thousands of small distributors who sell their wares through Sari-Sari stores. These stores are merely stands with little or no store fixtures and less inventory.

In Manila itself, although there are several modern special shops, none could pass for what we call a department store.

There are a few supermarkets in Manila, and they seem to do very well. These would fall into the Superette category in the States.

There are also large numbers of drug stores, barber shops and beauty parlors.

Packaging

Although there is a growing tendency to buy packaged products, most goods continue to be sold in bulk. Of the packaged products, small unit sizes are more successful than large economy sizes, with the savings going unnoticed. "Two offers" and combination selling do not make much headway, and most buying is done on a hand-to-mouth basis.

Tailoring and dressmaking have reached a high degree of skill, in Manila, but don't try to sell neckties here! Men customarily wear a Barong Tagalog, and it is perfectly appropriate to wear this open necked overshirt even to formal functions. Handicraft and embroidery, for which the Philippines are world renowned, continue to dominate both men's and women's dress.

Basic marketing techniques are badly needed. Although there is a growing sophistication in the business community, a dire need for research facilities exists. The great lack of market planning is also noticeable.

The enthusiasm and desire for production facilities do not seem at all dimmed by the lack of knowledge about market potentialities. Many businessmen produce first and then decide to sell. Our recommendations have been for feasibility studies, to survey the market before starting production.

Communication troubles

Another marketing problem is the difficulty of communications between islands. Seaborne transport and telephone can cause untold difficulties. Most inter-island communications are by radiophone, and inter-island shipping is costly and primitive.

Home industries present the same potential in the Philippines as in Japan. If marshalled, they will prove a potent production source as well as a market for American components. Jovito Rivera, former Undersecretary of Commerce, recently was assigned administrator of NACIDA, a new government bureau set up to coordinate the cottage or home industry program. Adequate training programs and the establishment of standards of quality, design and performance are a sorely-felt need.

Most agricultural products presently produced are gobbled up by the fresh market, notwithstanding the great demand for additional processed products such as canned milk, sardines and corned beef. Joint venture arrangements in the processing field appear promising, and capital for these ventures is available from sugar interests who seek diversification.

U.S. consumer goods

American companies will find this market very receptive to their products, the Philippine market will not absorb every product merely because it bears an American label.

Although Filipino marketing people want to distribute American products, what they really desire is the American label and the American equipment to make the product here under licensing or joint venture agreement.

American products continue to enjoy many natural advantages here, including the Filipino market preference for American goods. Price competition from other suppliers is becoming increasingly meaningful even though U.S. brands, slightly higher in price than competing foreign brands, continue to be purchased.

A number of local distributors are looking for American products to market; however, as previously stated, the great preponderance of inquiries in the consumer products field is related to joint ventures and licensing of established brands. For the most part, the licensee expected the licensor to bear the advertising cost. However, he was generally quite willing to invest whatever was necessary for the production of the licensed item.

Joint ventures were sought after by many as a vehicle to acquire technical support and capital investment.

In closing, it should be re-emphasized that this market deserves the attention of American manufacturers.

Philippines' 5-year Plan stresses development of mineral resources; trade, investment prospects bright

Stiff Japanese and European competition challenging U.S.'s traditional position as chief supplier to Philippine market

By RUSSELL J. CAMERON

The well-known mineral potential of the Philippines is slowly being tapped. During the decade of the 1950's, the value of mineral production approximately trebled. Gold, which once was the principal mineral commodity, now has been surpassed by copper and cement. Chromite and iron ore production also continue to be important.

President Macapagal, in his 5-year Socio-Economic Development Program, called on the mineral industry to increase substantially its contribution to the Philippine economy. The role of mining and minerals as major earners of foreign exchange will probably become increasingly important in the near future. Mining is also expected to provide the necessary raw materials for the establishment and growth of basic industries in the Philippines.

The program envisages Philippine self-sufficiency in steel, nickel, aluminum, refined copper and zinc production, with increases in fertilizers, electro-chemicals, lime, cement and glass already underway. The beginning of a modern coal industry is also planned.

The machinery and services required to expand mining output are expected to total more than $200 million for the period 1963-1967. Steel and other mineral and chemical industry investment will probably need an additional $800-1,000 million. U.S. suppliers can expect stiff competition from Japan and the Western European countries, so attractive

credit and financing terms will have to be offered.

The long standing Philippine preference for American equipment simply is not enough. Others are offering quality products at attractive prices, with financing, and under the pressure of a persistent capital shortage the Filipino industrialist may feel he has no choice but to buy elsewhere.

The opportunity for U.S. capital to participate in the growth of the mining industry is excellent. Joint-ventures are eagerly sought by Filipino industrial groups to obtain additional capital and technical-management experience. Because of a common language and the long and congenial business associations between the 2 countries, U.S. partners are favored.

The Mission received a large number of mining proposals, many from well established companies. Included are proposals for mining gold, chromite, copper, iron, nickel, manganese, phosphates, limestone and sulfur. Although some mining properties only need development to become productive, many likely prospects lack even preliminary investigation.

Despite the long history of mining activity, which began more than 300 years ago when the Philippines were under Spanish rule, the mineral resources of the Philippines are relatively unexplored. Some areas containing important mineral deposits have been neither developed nor studied in detail. Many mines destroyed during the Japanese occupation have never been re-opened.

Through the technical assistance programs of the Philippine Government, the United Nations and the U.S. limited mineralogical surveys have been conducted in recent years. Numerous mining districts and individual claims still need intensive study to establish their value. Only a few Filipino mining companies have the necessary personnel or financial resources to conduct these surveys. Capital willing to conduct the necessary surveys in return for future exploitation rights is badly needed.

The Philippine Government's attitude toward mining is favorable, and the present administration is strongly committed to a free private enterprise system. The government has divested ownership of several industries it once directly operated.

The measures freeing the peso and lifting licensing and exchange controls were a bold and successful step toward removing governmental restriction on private business activities. Private foreign investment has been further encouraged by the removal of controls on the repatriation of capital and the remittance of profits.

These are only the most notable of the government actions to give private enterprise the opportunity to build a strong Philippine economy.

Not all rosy

However, there are a few problems. A number of laws and regulations, some of which are restrictive specifically affect the natural resource industries. For instance, the exploitation and utilization of natural resources is limited to citizens of the Philippines or to corporations in which at least 60% of the capital is owned by Philippine citizens. The Laurel-Langley Agreement gives U.S. citizens equal rights with Filipinos until 1974, but guarantees expiring in 11 years are inadequate for responsible mining enterprises seeking to invest millions of dollars.

The Retail Trade Nationalization Act adversely affects business activities generally.

However, there is reason to believe that new legislation and clarification of the Administration's policy will continue to improve the business and investment climate in the minerals field.

Investment and business opportunities for important mineral commodities:

Iron. Most of the iron ore presently mined in the Philippines is exported to Japan and shipments have been steadily increasing as new iron ore reserves are developed. Plans to produce steel in the Philippines for domestic consumption are well advanced. Sources of coal for steelmaking must also be developed. Opportunity both for investment and the supply of the equipment is excellent.

Nickel. Another long-sought resource development is the utilization of the vast iron-nickel deposits of the southern Philippine Islands, which may be measured in the billions of tons. Although these laterite deposits, as the mineral is known, have interested investors for many years, no satisfactory proposals have been made.

Copper and Chromite. The Philippines is the largest copper and chromite producer in the Far East. Copper and chromite mining and manufacture continues to gain in importance. The outlook is favorable and offers excellent growth potential. Trade and investment opportunities are excellent.

Precious Metals. Gold and silver output has declined in the Philippines since prewar times and the industry continues to face economic problems. Surprisingly few proposals were presented to the Mission in the precious metals field, and trade and investment opportunities appear limited.

Coal. Although coal has been mined in the Philippines for over 60 years this source of fuel has never become important. Small reserves of poor quality and high cost have been the limiting factors. However, the industrialization program of the Philippines has created a new urgency for a more intensive exploration of the Philippines coal resources. The modest geological studies of recent years have indicated that the outlook may be much brighter than previously thought. New processes to up-grade and utilize poorer quality coals diminish the problem of quality and modern mining methods will lower costs if adequate reserves can be developed.

The development of a modern coal industry should be given high priority and may be one of the best opportunities in the Philippines for investment participation by U.S. companies.

Lime and Cement. Although the cement industry has undergone considerable expansion in recent years, there is a shortage of cement which will probably persist for several years. The President's 5-year program calls for doubling cement capacity, and the supply of lime for industrial use also will expand several fold. Raw materials are plentiful and widespread but coal needs to be developed as a source of fuel. Trade and investment opportunities are excellent.

Ceramics and Glass. Clays suitable for the nascent ceramics industry are available in the Philippines. At the present time structural clay products are not produced in quantity, but refractory brick production is planned. Good quality silica is available and the glass container industry is well established. Trade and investment opportunities are good.

Petroleum. While extensive petroleum exploration is underway by the major oil refining companies operating in the Philippines, the Philippines continue to import all of their crude petroleum needs.

Pyrite and Sulfur. Large deposits of both pyrite and volcanic sulfur are known to exist. Pyrites from copper concentration are now used as a source of sulfuric acid. Additional sulfuric acid production is needed, especially for the developing fertilizer and steel industries. Thus good investment and trade opportunities are present.

Other Minerals. Mercury, molybdenum, zinc, lead, platinum and palladium are produced but the outlook for significant production is not currently being considered seriously. Bauxite and gypsum have not been found in commercially exploitable deposits.

Chemical process industries need U.S. equipment, services, capital, says Trade Mission

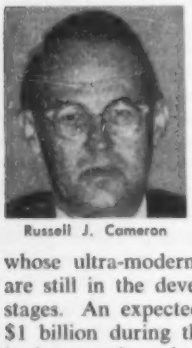
Expected investment of over $1 billion in next 5 years should provide expanding market for equipment and funds

By RUSSELL J. CAMERON
President, Cameron and Jones, Inc.

About the author

Mr. Cameron is a chemical engineer with a wide range of experience in the manufacture and use of industrial chemicals and the development of mineral resources. His company's services include market surveys, sources of supplies of raw or basic industrial chemicals, procurement, process development, plant construction and plant operation supervision.

The chemical process industries in the Philippines are a mixture of the old and the very new. Both extremes offer opportunities for exporters of United States equipment, services, and capital.


Russell J. Cameron

Opportunities for American industries range from the sugar milling industry, whose plants are based on a venerable technology developed a half-century ago, to the proposed copper refining and steel-making plants whose ultra-modern processing methods are still in the development or planning stages. An expected investment of over $1 billion during the next five years in basic metals, chemicals, non-metallic minerals, synthetic fibers and plastics, pulp and paper, chemical process industries, and other fields will provide an expanding market for U.S. equipment as well as profitable investment opportunities.

The chemical process industries are given high priority in President Macapagal's 5-year socio-economic plan. Presently, steel, fertilizers, most basic chemicals, paper and pulp, medicinals, synthetic fibers and plastics are almost all imported. An effort is being made to attain self-sufficiency in the production of some of these commodities.

Basic chemicals

The heavy inorganic chemicals: sulfuric acid, soda ash, caustic soda, lime and salt are produced in insufficient quantity, necessitating imports. New construction of fertilizer plants, paper and pulp mills, glass plants, and steel mills will substantially increase the demand for these heavy chemicals. The present overall industrial growth rate will not meet this rapidly expanding demand for these basic chemicals. Trade and investment opportunities are considered good.

Fertilizers

Despite increased output and the construction of two new fertilizer plants (ammonium sulfate, urea and anhydrous ammonia) domestic production of nitrogen-based fertilizers does not satisfy demand. Additional expansion plans call for the derivation of phosphate fertilizers from local phosphate rock. At present essentially all phosphates are imported.

Increased emphasis on expanding the production of foodstuffs and the concerted efforts to improve the competitive position of the sugar industry will increase the pressure on the chemical fertilizer industry. Production of organic fertilizers has just started. Additional compositing plants are considered practical in some areas. Synthetic ammonia production by electrolysis will soon be supplemented by production based on refinery tail gases.

In summary, trade and investment opportunities in the fertilizer industry are good.

Pulp and paper

Two pulp producing plants using sugar cane bagasse and bamboo are in operation. Another very large project proposing use of Philippine hardwood and mill waste for newsprint is in the financing stage. It is anticipated that imports of pulp will be reduced significantly but not totally eliminated. The sugar industry is encouraging greater use of bagasse in the manufacture of paper and fiberboard products. Trade and investment opportunities are considered to be good.

Miscellaneous chemical products

Paint chemicals and resins are being manufactured on a modest scale and production capacity is expanding. The production of polyvinyl chloride is about to begin. Products such as solvents, adhesives, insecticides, pharmaceuticals and other end-product chemicals are manufactured from imported raw materials. However, most of these activities are small and with a few exceptions offer only limited investment opportunities. Sales of raw materials and equipment should increase as production is expanded. Many consumer chemical products are imported for packaging in the Philippines rather than locally manufactured. The Philippine decontrol program which devalued the peso as well as lifting licensing and exchange controls should encourage the domestic manufacture of some of these miscellaneous chemical products.

The sugar industry provides unusual opportunities for the establishment of chemical plants. At the present time, the Philippine sugar industry is enjoying great prosperity, yet it fears the termination of its preferential position in the American market when the present Revised Trade Agreement expires. To meet this contingency, the sugar industry recognizes the need to modernize to be able to meet the competition from other sugar suppliers in the American market. It also hopes to diversify its products and to reduce its dependence on sugar exports.

Progressive companies are studying means to utilize sugarcane by-products for chemical purposes. Many proposals were made to the Trade Mission regarding diversification. Among these were use of sugarcane bagasse to manufacture fertilizers, to produce fermentation products and animal feeds, construction materials, charcoal, and even pig iron. The success of these proposals will depend on the industry's ability to form joint ventures with foreign investors' groups. The investment outlook in this field is excellent.

Copra industry

The Philippines produce a large share of the world's copra, most of which is processed in Europe and the United

States. There is a strong desire on the part of copra producers to process the fresh coconut locally in an integrated system which would make use of the several by-products of the coconut, such as the meat from which the oil has been extracted, the milk, the husk, and the shell. When more research is done on the problems of processing, product development and collection of the raw coconuts for processing, this industry may offer good trade and investment possibilities for American business.

Electro-chemicals

No survey of the chemical industry of the Philippines would be complete without mentioning the hydro-electric potential of the Maria Christina Falls at Iligan on the north coast of Mindanao. The 50,000 KW power plant now in operation is used almost entirely for chemical and metallurgical processing. Calcium carbide, ferro-alloys, ammonia, cement and steel are being produced at this site at the present time. Primary aluminum, additional fertilizers, an integrated steel mill, caustic soda, chlorine and polyvinyl chloride plants are among the new installations planned to utilize the 750,000 KW ultimate potential of the falls. Although it may take several years to develop these facilities. Iligan will certainly be a major industrial complex. President Macapagal is interested in this future industrial complex, and has assigned it high priority under the recently promulgated five-year Socio-economic plan.

Summation

The Philippine chemical industry, while modest in size, is vigorously expanding to meet the demands of a predominantly agricultural economy which has traditionally imported its chemical requirements. At the same time, the industry must prepare to meet the needs of the industrialization program which includes certain heavy industries.

All the conventional problems of an industry expanding rapidly from a small base must be met. These problems include attraction of capital, the training and development of technical and managerial talent, the efficient use of by-products and co-products, facing competition from abroad, promoting consumer acceptance of domestic products, efficient development of a distribution system, maintenance of high standards of product quality, and, very importantly, obtaining fair and sympathetic treatment from the governmental bodies with whom the industry is concerned.

The U.S. chemical industry and the suppliers of chemical equipment, services and raw materials can and should vigorously fight for their mutually beneficial place in the Philippine chemical industry. While the competition may be tough and the problems of doing business in a foreign land time-consuming and expensive, the common language, the Philippine respect for democracy and free enterprise, and the long-standing tradition of excellent and mutually beneficial business and trading relations between the U.S. and the Philippines offer excellent opportunities for the American businessman and investor.

Need exists for 'package' plants in Philippines

Shortage of qualified technical and engineering services noted

By PAUL J. ROMANCE

Executive Vice-President, Mosby Engineering Assocs.

The Trade Mission determined that a large and genuine interest in "packaged plants" exists in the Philippines. Very good business opportunities exist for American engineering firms capable of supplying complete plants, the so-called "package plants" or "turnkey plants," particularly in view of the shortage of, and need for, qualified technical and engineering services.

Paul J. Romance

The ranges of services sought varied widely, ranging from feasibility studies to management contracts. In some cases financing for the types of services requested was also sought.

The need for manufacturing "know how" was a constantly expressed theme. Joint ventures were often viewed as the means for obtaining the desired end of technical know-how, and to obtain this some Philippine firms were willing to supply considerable land, labor and capital; other firms had considerably less to offer. Some felt that this was more urgently needed than American capital which they also need. In some areas the reason for joint venture package plant requests were made specifically to obtain and tie American know-how to the new ventures. For example, a Philippine firm in Davao wants a particle board package plant in joint venture with an American firm. A Philippine firm had the raw materials, power, management, land, money, reputation and some outlets which they wanted to couple with experience, know-how, some money and/or equipment from the American firm.

Want package plant

Another example of the real opportunities of selling package plants especially with joint venture with U.S. partners is: a business consultant and management firm in Manila with many clients of diversified interests wants to establish contact with an American firm experienced in package plants. This Philippine firm states that the package plant concept will play a vital role in the industrial expansion program being initiated in the Philippines.

This demonstration of interest and desire does not mean that American firms have clear and easy sailing in this field. The Mission was constantly reminded that Japanese and European firms were very aggressive in the Philippines. In some instances the Mission was told that other quotations had already been received. However, genuine desire to do business with American firms if the American firms could be located and if they were competitive cannot be overestimated.

Joint venture agreement could tie in very well with the two regional development programs established by the Philippine Congress, one for the Mindanao area and the other for the Central Luzon-Cagayan Valley area. Interviews with planning authorities have established their awareness of the effectiveness of industrial parks as an instrument of industrial planning and development. (An industrial park is a planned orderly development of a complete new area containing residential, business and industrial components.) It is therefore reasonable to assume creation of industrial parks in these two geographic areas. This in turn will increase the possibility of package plant sales.

About the author

Mr. Romance has had extensive experience in the field of industrial engineering and community development, also with the use of turnkey and packaged plants in the establishment of "ready-to-go" industrial enterprises. He is also Executive Vice President of Mosby Photo, Inc., and Director of FIR-NAC Systems, Inc.

Demand for industrial equipment

By THOMAS C. BALLAGH

President, Ballagh and Thrall, Inc.

Numerous meetings with individual businessmen, machinery dealers and trade associations in the Philippines indicate an expanding demand for American industrial equipment.

Thomas C. Ballagh

However, to meet strong Japanese and European competition on equipment offered at lower prices with extended credit terms, more aggressive selling is needed. Matching short and long term credit is now available under new U.S. credit insurance and financing facilities. More emphasis was laid by Philippine businessmen on the need for capital and credit than on any other point.

Neither Philippine businessmen nor American sellers seem fully aware of the extent to which these facilities are now available. There is need for greater publicity on this point, and greater use of such credit and financing where justified in individual transactions.

Incentives to local production

There are several factors which encourage increased manufacturing and production in the Philippines, thus expanding the demand for industrial equipment.

Some of these factors are the direct result of the decontrol program.

First, the devaluation of the peso has made it more expensive to buy foreign goods.

Second, importers of non-essential and some semi-essential goods are required by the Philippine government to make time deposits, which are frozen for 120 days without interest, in amounts ranging from 25% up to 100% of the value of the goods, depending on the category of the products as to essentiality. This is in addition to any deposits asked by the banks to open the letters of credit which are still the usual method of payment. This requirement tightens credit, limits imports and consequently stimulates manufacturing in certain areas.

Third, pressures for tariff increases are mounting. In September, 1962, duties on most textiles were doubled and some raised 500%. Pressure for permanent protective tariff increases is anticipated in many lines.

Fourth, there is a continuous pressure for further industrialization to utilize Philippine natural resources and labor, and for increased self-sufficiency and development.

Diversification

The important sugar industry is showing a desire to diversify and industrialize in other fields, including manufacturing and food processing.

The Philippines export almost all of their sugar at a premium price which is above the world market price. Sugar exports have amounted to as much as 150 million dollars annually or over 40% of the exports of all Philippine products to the U.S., and about 25% of total Philippine exports to the world.

Many sugar producers and planters want to invest their profits or capital in various industrial projects, as individuals, as corporations or as cooperatives.

Some of the plans of individuals are already well advanced. Others, especially those requiring joint action by cooperatives, are in formative stages. An opportunity exists for American manufacturers of equipment or suppliers of complete packaged plants to make offers.

Engineering concerns may want to propose their services for feasibility studies, preparation of specifications and bids, purchasing of equipment, construction and installation.

In the sugar areas, capital is available for new industries in other fields, but usually know-how is lacking. Licensing arrangements for technical know-how and joint-ventures are wanted.

Capital shortage

In many fields (except perhaps the sugar area) a shortage of capital was indicated by the widespread requests for short and long term credit, and for American investment in joint-ventures.

In previous years, and especially during the period of import control, letters of credit have been the most usual method of payment to American suppliers. Since decontrol, the credit situation has been strained by various factors. These include the increased number of pesos required for each dollar's worth of goods; the tying up of capital in the substantial deposits required by the government, (which are intended to discourage excessive imports of non-essentials); restriction of credits, as a brake on rising living costs; and the fully loaned position of many banks in view of the general expansion of the economy. The collateral requirements and interest costs of local loans induce many to seek easier and cheaper credit overseas.

Credit terms

As a result, requests are being made for easier and longer payments terms from the United States.

Buyers of industrial equipment normally carried in stock now want sight or time drafts. On larger machines, credit terms of 3 to 5 years or more are sought. For investment in major plants, longer credit terms of 10 to 20 years are wanted.

Where advisable and merited, short term credits under 180 days, and medium term credits of 3 to 5 years may qualify under the relatively new export credit insurance program of the U.S., operated by the Foreign Credit Insurance Association with U.S. government assistance. This possibility is relatively unknown in the Philippines, but should be further publicized and utilized.

Actual financing of American exports on short term credits by U.S. banks is normally with recourse on the exporter. However, the 3 to 5 years' financing of capital goods may qualify for non-recourse financing by U.S. banks, with participation by the Export-Import Bank. If, however, the guarantee of a Philippine bank is also required, the buyer may find this an added difficulty or expense.

Since in recent years the credit has been extended by the banks in the Philippines, recent credit information on Philippine customers may be lacking among exporters and manufacturers in the United States. Consequently, any transfer of financing to United States

About the author

Mr. Ballagh's firm serves as Export Managers for domestic manufacturers of industrial and agricultural machinery and equipment. He also directs two affiliate companies: Balthex International, and Ballthrall Trading Company, an export-import and engineering concern.

credit institutions may need to be gradual.

One intermediate step would be "time" letters of credit, confirmed by the American bank which accepts drafts drawn on it by the American supplier, and then defers payments for the number of months agreed upon. In this way the American supplier's payment is guaranteed, but the Philippine customer receives the benefit of deferred payment or credit terms as agreed.

Licensing and joint-ventures

Considerable opportunity to supply American equipment can result from extending licensing and joint-ventures desired by many Philippine businessmen interviewed by the Mission.

Where import duties, freight, competition or other factors make it impossible to export a product from the United States in quantity, but where a sufficient market for this product exists to make production in the Philippines practical and profitable, a royalty license or joint-venture may be attractive.

Where possible, a gradual approach to the extension of licenses is desirable. Exports of the finished product from the U.S., even if limited, may test the market and determine the demand and the competitive position.

This may be followed by bulk shipments for repackaging in the Philippines, or component parts for assembly there. Then partial manufacture or complete manufacture may be started under a license agreement.

Under the licensing agreement, American manufacturer supplies formulae, or drawings and specifications, and technical know-how. Use of the American trademark or merchandising techniques may be important, as well as quality control. Machinery may also be supplied.

Under a license agreement, payments normally will consist of royalties and fees. Machinery may be sold for cash or on deferred terms.

Under a joint-venture, the American party will be expected to contribute the know-how, and possibly also equipment and capital, in exchange for stock in the company or a share in future profits. At the present time, the American or the Philippine interest may have majority ownership or control.

The gradual process allows the American and Philippine partners to learn about the market, and about each other, with resultant greater assurance of compatibility and success in the joint-venture. Otherwise, careful advance surveys are advisable.

Despite preferential duties on American products, competition from Japanese, European and Australian equipment is becoming increasingly evident in the Philippines. Thus, substantially lower prices for Japanese equipment that may be inferior in quality but adequate, attract the buyer. Easy credit terms may be offered, with equipment available for 10% down, 5% more upon shipment, and the balance over 5 years. It should be re-emphasized that similar terms are now available from the United States suppliers. Japanese suppliers are also able to offer long-term credit under the Reparations Agreement with the Philippines.

Competition

Large Japanese trading companies make complete offers for the supply of equipment for a plant, mine or logging operation, with long-term financing, and may offer to market or purchase some of the material produced in payment. It was reported that large Japanese trading companies and some German firms were able to make offers for large financial transactions with advance assurance of approval or rediscount by their respective private banks or government institutions, in contrast to long delays and frustration experienced in dealing with American suppliers who must get approval or a prompt decision from the U.S. credit institutions. New procedures under which American banks, willing to assume part of the financing themselves, can obtain promptly automatic participation by the Export-Import Bank, are often not well known or understood.

American advantages

American producers of industrial equipment possess many advantages, however, in the Philippine market.

American equipment was used exclusively or predominantly during the half-century of American government. Consequently, it is better known. American standards are used, and needed American spare parts promptly available. American trademarks are well established. The quality and uniformity of American products is recognized and appreciated.

With reasonably competitive prices, quality, terms and delivery, Philippine buyers prefer to deal with Americans. There is personal pro-American feeling. English is the common language, in which catalogues and instructions are easily read.

Opportunity

The present business climate, based on decontrol and the free market, gives both American and Philippine industrialists and equipment dealers an unusual opportunity to establish new and mutually profitable relationships. They may take the form of agencies or distributorships which were difficult to consummate previously when controls limited imports largely to previously established lines.

Or they may be for purchases of equipment needed to expand old industries, or equip new ones. License arrangements and joint ventures make additional opportunities to supply American equipment.

There is need for prompt action to take advantage of this opportunity before other countries do so, and to capitalize on the interest stimulated by the Trade Mission in group meetings and individual interviews.

Prompt correspondence

Many Philippine businessmen are replying to the 425 Business Proposals carried by the Mission from American manufacturers. Many other Philippine trade opportunities brought back by the Mission are being published and transmitted to American manufacturers.

In addition to this direct correspondence, up-to-date lists of machinery importers and agents are available from the Department of Commerce, to whom offers can be made. World Trade Directory Reports available for individual firms, are obtainable from the Commercial Intelligence Division of the Department of Commerce.

Personal visits

Following preliminary correspondence, personal visits by the American manufacturer, export manager or exporter are of inestimable value in selecting and concluding arrangements. The importance of such personal visits cannot be overemphasized.

In addition, success will depend in large measure on close direct contact or the selection of competent, well versed and aggressive local exclusive representatives and distributors of industrial equipment.

Effective action now will result not only in retaining present business, but in the future expansion of American exports of industrial equipment to the Philippines.

LOWER TAX ON U.S. COTTON

The Government of Pakistan has announced reduction of the export tax on American upland type cotton from 75 to 25 rupees per bale, effective November 23, 1962. The tax on Desi cotton remains unchanged at 25 rupees per bale. One rupee equals U.S. 21 cents.

Growing market for good used machinery of all types exists in Philippines; U.S. favored

War surplus supply 'drying up'; buyers turning to U.S. firms with reputation for supporting warranties; Mission warns new nation is not a dumping ground for 'junk'.

By JOHN R. LONG, JR.
President, Fargo International Corp.

High costs are forcing the Filipino businessman to look for ways to increase the efficiency of his present operation and to set up plants to manufacture products long imported. How does he go about this? Quite often he will purchase equipment that is reconditioned or rebuilt machinery.

John R. Long, Jr.

The Filipino businessman has come to the conclusion that U. S. machinery which has been rebuilt will, in many instances, serve his purpose. Even second-hand machinery from the U. S. is recognized as superior to much of the new equipment from competing industrial nations offered on today's market.

Opportunities for increased sales of United States reconditioned machinery lie in the following areas:

Textiles

Manufacturers from other countries have supplied much of the equipment used in the mills in operation today. The Filipino, even though he has traditionally preferred U. S. equipment, bought these mills in Japan or Europe because the price was much lower and credit terms were better. Now, after the first few years of operation, these mills are beginning to require more repairs and are more expensive to operate than they should be at this early date.

During meetings and private discussions, the Mission found that mill operators have become disillusioned with their "bargains" and are shopping around for American equipment—even though it might be reconditioned. There are many idle textile mills in the United States today. These are the mills—if reconditioned properly—which are needed and can be sold in the Philippines.

Power plants

If industrial plants are to be constructed in the provinces cheap electrical power will be required for this expansion. Several sectors of provincial industry have expressed a desire to purchase power plants from the United States if terms can be arranged. Other alternatives are direct investment in, or a joint-venture establishment of power facilities. The sale of guaranteed rebuilt diesel power plants is another possibility. Since capital is scarce for private enterprises—credit terms are one of the most important factors in the sale of this type of equipment.

Earthmoving and logging machinery

Great quantities of earth moving and logging machinery have been available since the war at a fraction of the original cost. Two things are occurring, however, which favor the sale of good reconditioned machinery from present U. S. stocks. First, the source of surplus equipment is rapidly 'drying-up' and second, this equipment has been sold 'overhauled with a paint brush' by unscrupulous dealers so much—that buyers no longer have confidence in these 'bargains'. As a supplier of heavy equipment the United States has little competition but the tight money situation forces buyers to consider purchasing reconditioned heavy equipment. The rapid expansion in the logging, mining and contracting industries creates a rapidly increasing market for reconditioned machinery—if the following conditions are met:

- Offer only expertly reconditioned or rebuilt equipment.
- Extend adequate guarantees as to performance and workmanship.
- Put more effort into arranging financing terms on a better than letter of credit basis to qualified purchasers.
- 4. Take care of all warranties immediately.

Machine tools

One of the greatest needs of the Philippines, especially in the provinces, is for adequate machine shop facilities for repair and maintenance machinery. There is a need for more machine tools, and increasing demand for production machine tools and foundry equipment. At present, most of the skilled foundry men and metallurgists are found in the Manila area, but a growing number of machine shops, located in the provinces around the sugar growing areas, are planning foundry facilities. Many are in need of a source of U. S. 'know-how' to produce better castings. This writer interviewed individuals and companies desiring to purchase an aggregate total of more than $3 million in used or reconditioned machine tools and foundry equipment.

Miscellaneous manufacturing

In contacts with many Filipino firms —we found that there is a growing interest in purchasing good, guaranteed, reconditioned plants and machinery. The reason for interest in American plants are:

- Savings up to 60% of the original purchase price can be made.
- Package manufacturing plants which have become too inefficient to keep pace with the competition in the American market—are still suited to the demands of young industry in the Philippines.
- Even though it might be second-hand equipment—the Filipino knows that there will be a greater degree of reliability and less 'down time' with American equipment in

About the author

Mr. Long has been in the reconditioned equipment business for over 10 years. Filling the particular needs of individual plants in a foreign country has been his major specialty. His knowledge of specific types of machines covers a wide range of industrial uses for manufacturing purposes, for construction, mining, drilling, metal fabricating and on the farm.

comparison with the new, ultra-modern plants sold by our competition.

Among the many different plants for which interest was shown were plants for manufacturing brake lining, spun concrete pipe, hot water heaters, paper, kraft type, multiwalled bags, clay drain pipe, matches, aircraft (light utility), coils for bedding and furniture, vinyl floor tile, gang nails, wood shingles, laminated wood beams, instant coffee, salt by evaporative process, candy, shoes (ladies and children), firearms and ammunition, starch from casava, cloth bags, bolts, screws, veneer and plywood, automotive spare parts. Food processing and canning plants elicited much interest.

Marine equipment, vessels

One of the greatest needs in the Philippines is better inter-island transport. The growing fishing industry could consume a large number of fishing vessels each year for the next few years. Opportunities for selling good used cargo vessels, barges, tugs, barge cranes, engines, and sonar gear for locating fish are here. The U. S. has millions of dollars worth of this equipment lying around with no market, but if our businessmen don't come over to sell their merchandise, the Filipino will continue to buy his marine needs from the Japanese and from Europe. At least, salesmen from these countries come around—our people don't.

Agricultural equipment

Much of the farming is done without modern machinery. Forward thinking farmers are looking to the day when an abundant supply of inexpensive labor to do this work will not be available. Many of these people were interviewed and have expressed a willingness to purchase rebuilt farm machinery. The Filipino will buy only from reputable dealers who are capable of completely remanufacturing farm equipment and who are willing to extend normal performance guarantees.

No dumping ground

Now don't entertain the idea that the Philippines is a dumping ground for used equipment from the United States. It is not! There is a market for good reconditioned equipment, but not for junk!

For years, United States exporters have operated on a Letter of Credit basis with the Philippines. It is time to make an honest effort to work out ways of extending credit facilities to firms who merit it. Instead of automatically ending your quotations with "Terms: Confined Irrevocable Letter of Credit," take the time to investigate the financial standing of the Filipino customer. You might be surprised to find that his credit and financial rating are better than your own.

Eximbank lends Philippines $5 million for iron ore mill

The Export-Import Bank has authorized a $5 million loan to Philippine Iron Mines, Inc., (PIM) of Manila to purchase U.S. machinery and services to build an iron ore concentrator mill in southeastern Luzon.

The concentrator will enable PIM to continue mining operations on Luzon even though deposits of high grade ore are nearing depletion. Enough lower grade ore exists for a 20 year operation, provided it is marketed in concentrated form.

The Western Knapp Engineering Company of San Francisco has made a general design of the concentrator, and will assist PIM in the selection and procurement of U.S. equipment. A power plant consisting of two 3,750 kw. diesel-powered electricity generating units will also be provided.

The mill is expected to be in operation early in 1964. In addition to furnishing continued employment affecting an area of 12,000 people, the project is expected to be a foreign exchange earner for the Philippines since most of the ore concentrate production will be exported to Japan.

SWISS TV AUDIENCE

The estimated number of television subscribers in Switzerland increases on an average of 4,500 a month. The total number of people owning television sets was recorded at 254,580 at the end of September 1962.

SUMMARY

Forward in the Philippines

By WILLIAM H. FLOOD
Department of Commerce

Free enterprise is now moving dramatically forward in the Philippines, and the U.S. Trade Mission was well-timed, arriving nine months after "decontrol" had been put into effect. The stimulus of "decontrol"—"having the freedom to buy and pay for foreign goods"—has set in motion forces which should tend to increase the total demand for both domestic manufactured goods and foreign products. Both are needed to fulfill the industrialization requirements of President Macapagal's 5-year socio-economic plan which also calls for corresponding increases in domestic and foreign investment.

American exporters of equipment and supplies face strong competition from Japan, Australia, and Europe on values, prices, and terms. More aggressive selling is needed, utilizing the short and medium term credit now provided by new United States credit insurance and financing facilities.

There is an opportunity for a wide range of American manufacturers, not presently represented in the Philippines, to profitably assist the efforts of agriculture and industry to diversify. These diversification efforts are building up a major market in the Philippines. With the expansion of employment and earnings as well as the high rate (estimates range from 3.2% to 3.8%) of population growth, consumer demand should increase (within limits, as decontrol has made imports more expensive) for imports of selected consumer goods into the Philippines. The demand for imported products will change and grow as the Philippine economy expands.

Aside from the Government's policies which directly encourage a more rapid industrialization, there are other incentives for domestic manufacture of previous imports. The dollar costs of imports have risen substantially as a result of the devaluation of the peso, and tariffs on a number of imports have further added to the cost of imported goods. A large and growing market for producers' and

PLANNING SESSION: Undersecretary of Commerce Edward Gudeman (left) discusses the work of the Trade Mission with the U.S. Ambassador to the Philippines William E. Stevenson (center) and the team director, William H. Flood, Manager of the Department of Commerce Field office in Seattle, Washington.

consumers' goods has been created by the process of industrialization itself. The switch from imports to domestic products has given further momentum to tariff increases. However, the Philippines are not producers of capital equipment, technical services and a large variety of other goods which are needed directly to promote industrial growth, or are desired as a result of higher incomes and employment. Thus, the industrialization program provides extensive opportunities for the sales of American goods.

Unique advantage

American manufacturers have been serving the Philippines with equipment and supplies for the past half-century. The quality of values of American brands are well known and appreciated. The pro-Philippine feeling of the American people is reciprocated by the Filipinos, and Philippine buyers are accustomed to dealing with Americans, and communicating in English.

American exporters and manufacturers should consider becoming investors in the Philippines, or at least cooperate with American (and Filipino) investors, in order to share in the business to be developed in putting the resources of the Philippines to work under the 5-year socio-economic plan. The Filipino business community showed active interest in the joint-venture business proposals from American manufacturers. They offered in return many of their own joint-venture proposals to be presented on return of the Mission to the United States. They indicated a prevailing rate of return that should attract the interest of American manufacturers.

The Mission found a desire for participating American investment both in money and in technical and managerial assistance on a license or joint-venture basis. In numerous instances, market and feasibility studies will be needed by both parties in order to soundly appraise the true potential of the proposal.

Special incentives

Special incentives (not yet fully implemented) are provided by the Government for encouraging the establishment of enterprises in 19 industry groups specified in the "Basic Industries Act." In the main, these incentives are exemptions from duties for necessary machinery and equipment.

Many American investors, appraising the prospective business and political climate in the Philippines, have emphasized the dynamic effect of "decontrol," the history of a high degree of political stability, and the growing number of Filipino men and women possessing capable managerial talent.

Experienced Filipino and American businessmen are aware of certain problems which are expected to arise with the termination of the Laurel-Langley Agreement in 1974. This prospect poses a wide range of uncertainties in such areas as ownership, control, employment of American technicians, tariffs, taxation, repatriation of earnings and capital, and other factors important in making an investment or joint-venture decision.

However, on the basis of the historic and mutually profitable relationships and the good faith that has always prevailed between Filipinos and Americans, the consensus of the Mission members is that existing uncertainties are largely transitional. It has therefore been the Mission's general conclusion "that few countries in the world now offer American businessmen more attractive opportunities for long-term investment."

Mineral resources

American business can be effective in developing the extensive mineral resources of the Philippines. President Macapagal is encouraging and calling on the mineral industry to increase substantially its contribution to the Philippine economy. The machinery and services required to expand mining, steel and chemicals is estimated at $800-$1,000 million during the period 1963-1967.

Joint-ventures in mining are eagerly sought by Filipino industrial groups to obtain additional capital and technical management. Proposals were received by the Mission for mining gold, chromite, copper, iron, nickel, manganese, phosphates, limestone and sulphur. Some properties are ready for development but many projects lack even primary investigation. The Philippines is relatively unexplored for many minerals.

The mining and mineral potential in the Philippines is significant in size and worthy of attention by American business and investors. But immediate possibilities appear to be in iron ore, copper, lime and cement, ceramics and glass, and pyrite and sulphur.

Development of a modern coal industry has high priority and may be one of the best opportunities in the Philippines for participation, investment, and supply of equipment by United States companies. The stepped-up requirements for energy to achieve greater industrialization, availability of new processes to upgrade and utilize poorer quality coals, and possible savings in foreign exchange create a new urgency for exploring the possibilities of early development and utilization of coal resources.

The United States chemical industry and the suppliers of chemical equipment, services and raw materials can and should fight vigorously for their place in the Philippine chemical industry. The latter is being rapidly expanded to catch up with demands of an agricultural economy which has always imported its chemical needs; and the industry must prepare to meet the expanding needs of heavy industry.

Mission impressed

The Mission held interviews and consultations with businessmen having a broad range of managerial experience and financial capacity. It was impressed by the competence and ability of many Filipino entrepreneurs.

Genuine warmth and friendliness were afforded the Mission during its stay in Manila and while on tour of the provinces. Filipino hospitality was overwhelming wherever we went. These social and business meetings served to facilitate closer personal acquaintance for the individual interviews and plant visits that followed.

A high degree of interest in the business proposals carried by the Mission was evidenced in the provinces. This was attributed to the growing number of young capable entrepreneurs, the strong desire for diversification and development to provide new jobs and profits for a rapidly growing population, and the wealth of resources in the provinces awaiting development.

Support and active interest in furthering the work of the Mission in every way possible was accorded by national, provincial and city officials. During our audience with President Macapagal, he expressed personal interest and confidence in the success of the Mission in improving two-way trade and developing joint-ventures. Also, as our host at a luncheon given for us to meet Filipino business leaders, Secretary of Commerce and Industry, Rufino G. Hechanova, cited the present political and business climate as favorable for growth and success of new joint-ventures with American business. Undersecretary of Commerce Medina Lacson De Leon and NACIDA Administrator Jovito A. Rivera made special efforts to facilitate our meetings with numerous trade associations and other business groups.

In Davao, Cebu, Bacolod, Iloilo and Iligan, the governors and mayors showed a special interest in seeing that we had complete information about each province and city as a basis for discussions with their businessmen. Also, they participated in many of our business meetings thus reflecting their genuine interest in contributing to the success of the Mission.

Representatives of the press, radio and television attended many of the general conferences and business meetings and their reporting about the American business proposals assisted greatly in creating the broad response from businessmen for interviews with members of the Mission.

Manufacturers' congress accepts world challenges

Leaders in many fields exchange views on U.S. needs in '63

Meeting on the theme, "A Changing World Challenges American Industry," some 2,000 members of the National Association of Manufacturers attended the organization's 67th Congress of American Industry (December 5-7) in New York City's Waldorf-Astoria Hotel.

Speakers' honors were shared by members of various groups: national leaders like former President Eisenhower, Governor Rockefeller, and the Rev. Billy Graham; business executives like Board Chairman Donald J. Hardenbrook of the NAM and the American Creosoting Corporation, President Charles H. Brower of Batten, Barton, Durstine & Osborn, and Board Chairman Fred C. Foy of the Koppers Co.; and foreign experts like President Walter Hallstein of the European Economic Community's Commission, Chief Japanese United Nations Delegate Katsuo Okazaki, and President Felipe Herrera of the Inter-American Development Bank.

'Threshold year' nears

In a convention-eve statement, NAM President W. P. Gullander said that while "buoyant" and "depressive" factors currently appear to be in balance, 1963 could be the "threshold year" for a new period of expansion if certain fundamental economic problems are solved. He listed them as: "the squeeze on profits between artificially inflated costs and competitive prices; the continued deficit in our international payments; and the restriction on the flow of funds for investment, resulting from excessively high and progressive income tax rates."

EEC: U.S. opportunity

American industry, pouring an ever-growing stream of capital into the European Community, is in a favorable position with respect to the Common Market, Dr. Hallstein told the gathering. "For the first time in history American businessmen will be dealing with a market comparable to their own, allowing them to apply the methods of production and distribution—and in particular, rational methods of mass production. . . ."

Tariff changes postponed

The new United States tariff schedules provided for in the Tariff Classification Act of 1962 will not go into effect on January 1, 1963, as originally planned.

The decision to delay the effective date of the new schedules was reached on an inter-agency level, with representation by the Departments of State, Treasury, Defense, Interior, Agriculture, Commerce and Labor.

Effective date will be announced.

UN Ambassador Okazaki of Japan, citing the Philippines with its 6% annual growth rate as a showcase of private-enterprise accomplishments, said that Asia offers American businessmen substantial opportunities for productive and profitable private investment.

'Worst' image abroad

The work of the Business Council for International Understanding (BCIU) was described to the delegates by Mr. Foy, Council chairman. Observing that U.S. businessmen are "probably the best communicators in the world" when they address themselves to the American market but may be the world's "worst" when it comes to selling the U.S. way of life—as well as our goods—abroad, the speaker exhorted his audience to begin working in earnest to present the true image of America to peoples who have been subjected to anti-U.S. Soviet propaganda. Among steps in this direction inspired by the BCIU, Mr. Foy cited American University's recent establishment in Washington of a training program for executives going abroad (INTERNATIONAL COMMERCE, October 29, p. 2), and the State Department's Visit Program for ambassadors and key economic or commercial and AID personnel going overseas, under which such shortly-to-embark personnel meet officials of companies operating where they are going.

NEW AUTO FIRM IN ITALY

A new Italian automotive firm, Costruzioni Meccaniche Automobili e Motori, will start production in 1964. The firm is a joint venture of 3 Italian corporations and French, British, and U.S. producers. It will build at Cantalupo di Cerno Maggiore, near Lombardy, a plant producing industrial motors and 8-cylinder injection engines for cars.

Excess manpower boosts Italian building costs

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Turin, Italy—Safely tucked in the glove compartment of the fantastic Fiat factories, laced by sky-scraping Alps that pack this community into a snug Italian corner bounded by the snows of France and Switzerland, the million people of Turin roam the willow lined boulevards with the restless energy of wildcat oil drillers.

Of all Italian cities, Turin is the white sheep of the family. It's clean, orderly, industrious and hard-working. Turin is the strap of the boot that has tugged so incessantly and urgently that all Italy has vaulted into a new world of economic glitter, motor cars, ice boxes and TV.

One day recently at a corner table in the restaurant 'L Caval 'd Brons, a small group of American businessmen, some of whom operate Italian branch plants, some who construct them, but all of whom import United States products in volume, were discussing the dazzling and spiraling standard of Italian living and the building boom that has resulted.

"There's more construction going up in Northern Italy than wine going down," said Bill Shakespeare, President of the Cincinnati Rubber Company and a Notre Dame football player named last year to the Sports Illustrated all-time Hall of Fame and remembered as the halfback in 1937 who beat Ohio State with a bullet pass in the closing seconds.

"But it just goes on and on," continued Shakespeare. "Nothing gets finished. Everything's so half complete it looks like they're building ruins faster than the Romans."

So listen a while over a plate of agnellotti di magro to R. H. Whitlock for some firsthand information.

Roger Whitlock is a 37 year engineering veteran with the Austin Company and for the past two years has been the personable and amiable Directeur General of its Paris office. He has lived with more frustrations lately than parents trying to get a teenager off the phone.

"United States visitors can't understand why it costs almost as much to build anything here as it does in Pittsburgh," he said. "Brick layers, who are about the highest paid trade, get $1.50 an hour against maybe $4.50 at home and other wages stretch the same scale. But when you're all finished the bill looks the same as it does at home.

"Building here is as stimulating as the news leak last summer that hoofed animals existed in the late Cretaceous period. It's not mass production. It's mass procrastination. There never are enough men on the job and sometimes the ones who are, inexplicably disappear for a week or two."

"The Italians don't use gasoline vibrators, power wheelbarrows, or efficient form clips. It often runs two years to complete a very small apartment. Ordinarily, there's no general contractor or central planning, so the owner, architect or engineer deals with 10 or 15 separate organizations for the electrical work, plumbing, excavating and so on."

Whitlock explained that not enough equipment is standard, but that most items for a building, such as overhead doors and the like, are custom built.

"You don't expect the perfection of Maya Plisetska of the Bolshoi ballet," he continued, "but watch them load and unload. It's manual and with three men doing what one should do, there goes labor savings."

Whitlock finds more and more United States equipment manufacturers opening up territories throughout Europe.

"Back home they're struggling to bring out new products to revitalize sales. Over here everything's waiting for them. Wage rates are going up fast and this is when power takes over."

Austin and the other U.S. building engineers are exporting a commonplace domestic service, bringing technology, know-how, and standardization to bustling, burgeoning European cities.

And men like Roger Whitlock, too, as private commercial ambassadors, specifying equipment and drawing plans for its use rate a salute and a "Well Done."

'E' awards made to 5 new firms

New York State banking firm and 4 manufacturers named

Five additional U.S. firms joined the ranks of President Kennedy's "E-for-Export" winners in ceremonies held in St. Louis, Cleveland and Buffalo on December 10, 11 and 12.

The new group includes a banking firm in New York State and 4 manufacturing organizations in Illinois, Missouri and Ohio.

During a program of the Traffic Club of St. Louis on December 10, "E" pennants and citations went to the Ritepoint Pen & Pencil Company of Crestwood, Mo., and the Marsh Stencil Machine Company of Bellville, Ill.

Two Ohio firms, Production Machinery Corporation of Mentor and Ajax Magnethermic Corporation of Youngstown received "E" awards at a meeting of the Cleveland Chamber of Commerce on December 11.

An "E" award ceremony for the Marine Trust Company of Western New York, based in Buffalo, was held on December 12 at a monthly meeting of the Buffalo Chamber of Commerce.

- Ajax manufacturers heating and melting equipment used in the metalworking industry. In initiating overseas sales, it faced heavy British and German competition.

The company carried on an aggressive sales campaign, supported by trade fair exhibits, motion pictures of its equipment in use and trade advertising. In 1961, it sold about 18% of its product overseas.

- Marine Trust began a campaign in 1960 to help firms in the Buffalo area develop overseas business. Services to potential exporters were advertised and bank representatives visited business firms, agricultural cooperatives and marketing groups. As a result, the bank's 1961 financing of export business was 300% greater than that for 1960.

- Marsh Stencil developed sales outlets in 65 countries that now sell 17% of the firm's production—through product development and a sustained marketing effort. It consistently exhibits in trade fairs, 7 in 1961 and 8 in 1962.

- The president of Production Machinery made a 2-month trip to Europe and the Far East in 1960 and obtained sales representatives and orders that took 15% of the firm's 1961 production. This year, overseas sales are running about 33% of total sales.

- Ritepoint Pen designed products for specific markets. This, coupled with a hard-hitting sales campaign, led to sales on 4 continents. Exports have increased 10 fold in recent years.

NEW MISSION REPORTS

Many Philippine firms look to U.S. for capital, equipment, know-how

Supermarkets, hotels, mines, fishing industry, textiles, appliances, medical instruments, pumps, food items cited in varied joint-venture, license arrangements

There is considerable and continuing interest by promoters and industrialists in the Philippines to obtain American participation in various proposals, mainly in the form of technical know-how and capital participation.

Many joint ventures and licensing agreements to produce goods and services of broad scope are included, in addition to those published in the December 3 and 10 and November 12 and 26 issues of INTERNATIONAL COMMERCE. American investors should find involvement in the potential of this area profitable.

Many facilities of the Department of Commerce can be helpful to businessmen in assessing these opportunities.

0139 Livestock farms

The President of The National Federation of Sugar Cane Planters wants to implement a diversification program with a joint venture in pork products. Know-how and some capital participation desired.

In addition to raising swine, a freezer locker as well as ham, bacon and sausage production and canning are contemplated. Philippine planters are said to have shown much interest in this program. Write to Mr. Jose M. Gomez, San Jose Farms & SPCMA, c/o National Federation of Sugar Cane Planters, Bacolod City.

0719 Agricultural services

Equity participation is sought to establish a plant for Manila hemp production. Philippine feasibility study has been completed and is being evaluated. Estimates indicate that $1.2 million is needed, some local capital available. There is said to be only one decorticating plant in the country. Mr. Marcial P. Villacorte, Leyte Trading & Farm Supply, 322 Gonzaga Bldg., Rizal Ave., Manila.

0910 Fisheries

● Fishing enterprise seeks joint venture for integrated operation. It has 6 vessels and expects to add 3 more to its fleet which fishes for tuna and purseins near Palawan, North Borneo, and Mindoro. Mr. Vincente Dimson, 73 South 8, Quezon City.

● Owners of fishing fleet seek capital participation for complete conversion to purse-seining operations. Have 12 vessels with 3 equipped as purse-seiners, 2 more vessels to be added in January. Catch consists of sardines and mackerel obtained off Palawan. Mr. Ruben Martinez, Martiman & Co., Inc., Malabon, Rizal.

● Fishing firm seeks capital participation to establish purse-seining operation. Owns 15 trawlers and operates in the Visayan Sea and off Palawan. Has just purchased an ice plant. Antonio Montelibano, Iloilo City.

1021 Copper ores

Mining company with property said to have large copper deposit seeks U.S. capital participation. Wishes to explore and develop holding. Company representative expects to be in U.S. in March 1963. Mr. Juan Escobar, Minero Chemical Corp., 6 Saint Michael St., Cubao, Quezon City.

1021, 1030, 1040 Copper, lead, gold & silver ores

Sawmill and coffee plantation operation seeks joint venture to obtain equipment, working capital and technical personnel to exploit mining property which produces gold, silver, copper, galena and lead. Seeks about $500,000. Mr. Celestino M. Dizon, Kalahi Investments, Inc., 1337 Tayabas St., Sta. Cruz, Manila.

1062 Manganese ores

Mining company wishes joint venture to develop what it terms a unique manganese-lime deposit. Because of the high calcium content of the lime and low impurities, deposit may be usable in steel production. Firm also seeks market outlet for the raw material. General Base Metals, Inc., Ledesma Bldg., Intramuros, Manila.

2033 Canned fruits

Seeks joint venture of capital, equipment and know-how to can orange juice. Company owns large fruit plantation. Menzi & Co., 220 Buendia Ave., Makati, Rizal.

2042 Prepared feeds for animals, fowl

Poultry and livestock feed company seeks joint venture so as to recapitalize and set up new automated feed-mixing plant with 8-hour capacity of 50-100 tons. Also wants licensing agreement and exclusive distributorship for products in this field. Would appreciate literature and relevant information. Mabuhay Feeds, Inc., Don Primo Bldg., 30 Quezon Blvd., Extension, Quezon City.

2044, 2041 Rice mill, other grain mill products

Grain mill machinery and furniture producing company seeks joint venture or licensing arrangement to expand production of rice and corn mill machinery. D.C. Crystal Inc., 35 Don V. Soto, Cebu City.

2086 Bottled, canned soft drinks

A reportedly substantial transport operation seeks joint venture to produce and distribute root beer, other soft drinks. Firm wants license for outstanding U.S. trademark. Can raise at least $100,000 for proposed enterprise. De Dios Transportation Co., Inc., Timog Ave., Quezon City.

2090 Miscellaneous food preparations

Producer of banana sauce seeks joint venture or license to add other food items. Mr. Tirso T. Reyes, Malolos Trading Corp., Don Santiago Bldg., 1344 Taft Ave., Manila.

2250, 2840, 3442 Knitting mills, cosmetics, metal doors

Manufacturer, wholesaler, and retailer of men's apparel (and dealer in insurance and precious stones) wants to produce different apparel lines under license. Also wishes to diversify into such fields as cosmetics and aluminum doors. J. G. Men's Apparel, 1380 Pennsylvania, cor. Oregon, Ermita, Manila.

2253, 3951 Knit outerwear mills, pens

Firm seeks joint venture to import wool, produce sweaters and then export finished products. Also seeks joint venture to manufacture ballpoint pens. Has injection molding machines and other related equipment. Trans World Trading Co., 43 Plaza del Conde, Manila.

2426 Hardwood dimension

Furniture manufacturer wishes joint venture to produce hardwood dimension stock. Needs equipment for wood turning. Can invest about $200,000 in land and $10,000 in building. Jan Furniture Co., 24 Mercury, Makati, Rizal.

2643 Bags

Manufacturer of paper, burlap and cotton bags is interested in joint venture with U.S. bag producer. Has annual volume of about $1 million. Utility Enterprises Corp., Durano Bldg., Magallanes St., Manila.

2834 Pharmaceutical preparations

● Manufacturer, importer and wholesaler of drug items wishes joint venture/licensing arrangement to expand line of ethical pharmaceutical preparations. Zodiac Pharmaceutical Co., Inc., 587 Epifanio de los Santos Ave., Quezon City.

● Manufacturer, importer and distributor wants a license to increase his line of drugs, pharmaceuticals and cosmetics. Oceanic Commercial, Inc., 2155 Pasong Tamo, Nakati, Rizal.

● Importer of pharmaceuticals, repackager and exclusive distributor wishes

licensing arrangement for production in this field. Farmacia Rubi, Inc., 433-5 Rosario St., Binondo, Manila.

● Manufacturer and wholesaler of insecticides, solvents and drugs wishes joint venture/licensing arrangement to import for repackaging and, if possible, to manufacture cosmetic and drug items under license. Wants use of well-known trade mark and also to distribute insecticide spray units. Tin Tin Drug Co., 704 Santo Cristo St., Manila.

2844 Perfumes, cosmetics

Distributor of household appliances would like joint venture to consist of importation of semifinished products—finishing, packaging and marketing to be done in Philippines. Firm has marketing know-how and basic manufacturing equipment. Needs some technical assistance. Music Corp., 731 Aurora Blvd., Quezon City.

3423 Hand, edge tools

Manufacturer of hand tools wishes license to produce forged tools, pliers, punches, chisels and screwdrivers. Toolmasters, Inc., Sheridan St., Mandaluyong, Rizal.

3449 Architectural, miscellaneous metal work

Firm of realtors wishes franchise to establish prefab house construction system. U.S. mortgaging facilities also asked. F. Calero & Co., Trade & Commerce Bldg., Juan Luna, Manila.

3490 Miscellaneous fabricated metal products

Manufacturer of aerosol packaged products wants license agreement with U.S. producer to make such items in the Philippines. Would require raw materials from U.S. Good Way Commercial Corp., Rosario Bldg., Manila.

3519 Internal combustion engines

Firm that rebuilds engines wishes joint venture to expand operations. It converts Jeep gasoline engines to full diesel operations. U.S. contributions should consist of capital, and technical and purchasing assistance. Anmac Motors & Engineering, Inc., 181 Kakarong St., Makati, Rizal.

3545 Machine tool accessories

Importer of plastic molding and shoe and textile machinery seeks license to produce machine tool accessories, such as milling cutters. Pacmac Machinery & Merchandising Co., P.O. Box 3605, Manila.

3561 Pumps

Well-drilling firm seeks U.S. capital participation of $250,000 on joint-venture basis. It wants to obtain new well-drilling equipment and to produce well water pumps. Wells & Pumps, Inc., 302 El Hogar Filipino Bldg., Juan Luna, Manila.

3585 Refrigerators

Manufacturer of refrigerators and refrigeration equipment under license wishes to expand and seeks licensing arrangements which would permit use of present equipment. Also interested in coin-vending machines, metal cabinets and materials handling equipment. Refrigeration Industries, Inc., Boie Bldg., P.O. Box 772, Manila.

3632, 3585, 3630 Household refrigerators, air conditioners, household appliances

Management, financing and merchandising firm seeks either joint-venture or licensing agreements to produce refrigeration equipment, portable freezers, air-conditioning units and other home appliances. Goldbell Philippines, Inc., 410 Rosario St., P.O. Box 1402, Manila.

3694 Electrical equipment for internal combustion engines

Local representative of many well-known U.S. product lines—appliances, industrial supplies, etc.—and manufacturer of gum tape and other items wants joint-venture or licensing arrangement for assembly of spark plugs and eventual manufacture of component parts. Yearsley, Inc., 1906 A. Mabini, Manila.

3699 Electrical supplies

Licensed manufacturer of radios and component parts seeks licensing arrangement to produce electric wiring devices. Radio Electronic Headquarters, Inc., "Rehco," 173 P. Gomez, P.O. Box 1400, San Juan, Rizal.

3714 Motor vehicle parts

Importer and wholesaler of auto parts seeks joint venture/licensing arrangement to produce like items. Has no set program, is willing to entertain any reasonable proposal. Northern Motors, Inc., Isaac Peral corner San Marcelino St., Manila.

3840 Surgical, medical instruments, supplies

● Manufacturer of metal wind instruments and optical supplies wants joint venture in these fields. E. de los Reyes, 41-43 P. Gullas St. corner Balintawak Cebu City.

● Importer, wholesaler and retailer of chemical, drug and biological products seeks licensing arrangement to produce blood-pressure apparatus. Modern Pharmacal Products Co., Box 469, Manila.

5311 Department stores (supermarkets)

Holder of reportedly valuable real estate seeks capital participation to establish supermarket operation. Structure on property has to be torn down. Would consider lease basis for supermarket operation. Mr. Antonio Aranda, Bank of Philippines Bldg., Manila.

7392 Business, management consulting services

Marketing corporation which deals in sugar seeks joint venture to diversify present activities. Program envisions pilot plants which could be used as models for new industry. Local capital would be raised by subscriptions from home industries. Firm said to have established own development bank. Mr. Jesus Gonzalez, SPCMA, Bacolod City.

7011 Hotels

A travel agency, insurance and real estate firm wants to build a hotel on joint-venture basis with U.S. company. Available plot deemed adequate for a 100-room hotel. Cost estimated at about $500,000. About half construction cost would be available from local capital. Roval Travels, Inc., 553 Padre Faure, Ermita, Manila.

● Real-estate developer wishes joint venture to construct a resort project about 20 miles from Manila. Plans envision utilization of 500 acres including a 38-room resort hotel, swimming pool, golf course, picnic area and native-style bungalows to serve as motel complex. Holiday Hills, Inc., Trinity Bldg., San Luis, Ermita, Manila.

Marine engine manufacture asked by Italian concern

A large Italian industrial firm is interested in forming a joint corporation to manufacture outboard and inboard marine engines with a U.S. manufacturer of these engines.

In addition to technical know-how, the firm would welcome investment from the American firm.

Interested U.S. firms may obtain the name and address of the Italian company from the Office of International Investment, Code 1051, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Thai company asks arrangements in appliance field

Joint venture, license asked to expand, improve its production

A Thai manufacturer of refrigeration and air-conditioning equipment is looking for financial, technical and administrative collaboration.

The firm seeks to improve and expand its refrigeration and air-conditioning lines and also to start production of electrical appliances.

Generally, the company desires joint-venture arrangement with an outstanding and reputable U.S. manufacturer. Specifically, it seeks licensing agreements for the production of electrical appliances and financial collaboration for overall company operations.

Its present activities include production of refrigerators, assembly of air-conditioners, import of motors and compressors and the retail sale of refrigerators, air-conditioners and parts.

A company brochure is available on loan and further details may be obtained from the Office of International Investment, Code 3-3585-1, Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington 25, D.C.

Airport safety device, construction siding licenses offered U.S. firms

Data on jet-age plane arrester system and architectural material available from Swedish sources

The Bureau of International Commerce has information on a multi-purpose building material and an aircraft arrester system which may be licensed for production in the U.S. Descriptions of these opportunities follow.

● License is offered for production of an architectural siding.

The siding is used for exterior walls, roofs, interior accent walls, doors, counter facings and many other applications. Insulation is built into the copper and aluminum siding which handles like wood.

This siding was introduced in the Scandinavian countries less than 3 years ago. There are 3 licensed plants now under construction. Negotiations are in process for production and marketing facilities in most European countries.

Additional information is available from the Office of International Investment, Code 1049, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

● Another license is offered to manufacture a ground arrester system for airports.

The safety device includes 3 possibilities: Arresting aircraft by net, by hook arrangement and by a combination of these. The net system provides full stabilization of the plane by the first impact and smooth braking to a full stop. The plane is under full control by the barrier during the whole braking operation, including an off-center engagement.

The brake units include a large brake drum vertically mounted on a cantilever shaft anchored to the ground, a brake wire and a pneumatically-operated multidisk friction brake mounted on top of the drum.

The manufacturer claims its arresters are suitable for all commercial jet aircraft.

Units have functioned on more than 500 military airfield runways in various parts of the world over a long period.

Complete descriptions of this arrester are available on a loan basis from the Office of International Investment, Code 1050, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

License opportunities open in Germany

Industrial sites available; manufacture of laboratory glass, textile or machined products, tanning extracts indicated

A German textile firm offers a license for the production of carpets, curtains and tapestries while other firms seek licenses for laboratory glass apparatus; attachments for industrial sewing machines; auxiliary textile products, tanning extracts and scale removers.

The Town of Bietigheim offers land at favorable prices to attract new industry.

● Textile manufacturer offers license for the American manufacture of its products which include tufted velour and other types of carpets, decorative materials, curtains brocade cushions, upholstery material and tapestries.

Descriptions of these products are available on a loan basis from the Office of International Investment, Code 1047, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

● A glass manufacturer seeks licensing arrangement with a U.S. firm. It is interested in making laboratory glass apparatus.

Write to Mueller K.G., Postfach 248, 5902 Weidenau/Siegen.

● License is sought to manufacture attachments for industrial sewing machines which would assist the automation of single sewing operations.

Write Duerkoppwerke Aktiengesellschaft, 3 Schillerplatz, Bielefeld.

● A manufacturer of tanning extracts, special extracts, auxiliary textile products, scale removers and preventives seeks U.S. licensing rights to make related products to supplement its production program.

Write Deutsch-Koloniale Gerbstoff-GmbH, Postfach 385, Karlsruhe, Baden.

● The Town of Bietigheim, near Stuttgart, wishes to attract industry and offers land at favorable prices.

It is particularly interested in the precision instrument, optical and electronic industries.

Inquiries regarding the purchase of industrial sites should be addressed to Mr. Karl Mai Buergermeister der Stadt Bietigheim, Bietigheim Württemberg.

Potential for essential oil in Indonesia

Production-sharing contract asked to restore large estate

Before World War II, a Belgian firm operated a 1,200-acre Sumatran estate with a daily output of 4 tons of dry leaves yielding patchouli oil, an ingredient in cosmetics and certain pharmaceutical products.

$200,000 required

The estate, now in Indonesian hands, is located in Atjeh province of North Sumatra. About $200,000 would be required to restore the estate to an operating condition equivalent to that under the former Belgian owners.

Patchouli oil sold at around $25 a kilogram in 1941, according to an old Dutch document. Comparing this figure with the current reported price of over $300 a kilogram as a small-holders crop in Indonesia, there would appear to be ample potential for underwriting the cost of the estate's rehabilitation. It is proposed that this cost be financed under a production-sharing contract.

Production sharing, a new Indonesian Government concept for entry of foreign capital, was described in a November 5 INTERNATIONAL COMMERCE article, pp. 6-7, prepared by the Commercial Attaché in Djakarta.

American firms interested in submitting production-sharing proposals for rehabilitating the former Belgian estate and participating in the production and sale of patchouli oil should contact Ir. Adelan Denk, Djalan Alhambra #2, Djakarta, Indonesia.

U.S.-Japan Committee ends second round of talks, looks to growth of mutually helpful trade ties

Topics include balance-of-payments problems, bilateral relations as affected by world trends, aid to underdeveloped countries

The second meeting of the Joint United States-Japan Committee on Trade and Economic Affairs (December 3-5) covered a wide range of economic and trade problems INTERNATIONAL COMMERCE, December 10, p. 8).

Members of the cabinet-level Committee agreed that these annual meetings "are of great value in furthering mutually beneficial economic relations between the two countries," and both delegations noted that they "look forward to the continued development of the Committee as an effective instrument to carry out its high purposes. . . ."

Topics discussed at various sessions included: the status of the United States and Japanese economies, the balance-of-payments situation in each country; problems of economic growth in Japan and the U.S., the question of trade expansion and promotion of economic relations between the two countries; trends in international trade and economic relations; and the problems of economic development in less developed countries.

Trade problems

On the subject of bilateral trade relations, the Japanese delegation expressed the hope that U.S. developments would soon permit Japan to relax its restraints on certain exports to the U.S. The American delegation noted, however, these limitations, imposed by Japan, represent an admirable attempt to prevent or minimize market disruptions while permitting a normal growth in trade, and have contributed to allaying fears of both Japanese exporters and U.S. industries concerning future sales on the one hand and import impact on the other.

Japan's recent moves to liberalize further its exchange and trade controls were welcomed by the American side, which recognized the problems this action posed for the Japanese Government and Japanese industry. U.S. officials indicated, however, that favorable developments which have resulted in a reduction in discriminatory import restrictions on Japanese goods by certain countries, taken together with the growing strength of Japan's economy and external financial position, suggest rapid and broad liberalization of Japan's remaining import controls.

Excerpts from the joint communique issued at the conclusion of the Committee's discussions are given below:

. . . Japan and the United States alike will have increasing numbers of new entrants into their labor forces during the next several years and the Committee considered it of the first order of importance that the potential contribution of these new workers to national income should be realized. Both delegations emphasized the need for a high rate of growth in order to deal with the problems of underemployment and the lagging sectors of their economies. The Committee stressed that fuller use of labor and plant, along with greater productivity per worker, was essential to promote the welfare of the people of the two countries and also to enable the two governments better to discharge their responsibilities as members of the community of free nations.

Balance of payments

The Committee . . . recognized the need to eliminate the deficit in the United States balance of payments, which has its origin in the unique role of the United States in the free world. It noted at the same time that Japan's economic growth, as well as its capability for meeting its international responsibilities, has been periodically threatened by disequilibrium in its balance of payments. It noted the measures being taken by both Governments to restore equilibrium, with special emphasis on export expansion.

The Committee agreed that expanding the volume of world trade would be a controlling factor in dealing with the balance of payments problems of both nations. In the further course of the balance of payments review, the Committee paid special attention to the need for close consultation and cooperation among the major industrial nations with respect to international monetary and financial matters.

. . . (The) Committee emphasized the need for strengthening the multilateral trading system of the free world and for expanding trade between the United States and Japan. The Committee discussed the implications of developments within the European Economic Community for the economies of the United States and Japan. It agreed that an expanding and unified economy in Western Europe, operating on an open and liberal basis, would make a maior contribution to . . . world trade.

The Japanese delegation welcomed the (U.S. Trade Expansion) Act as a reaffirmation of the liberal trading policies of the United States and expressed the hope that it would be the means to the fullest possible extension of open and non-discriminatory trading in the free world.

GATT negotiations

The delegations discussed the desirability of a major new negotiation on tariff reductions . . . under the Articles of the General Agreement on Tariffs and Trade (GATT). They also agreed that tariff reductions arrived at in a new round should be applied in full accordance with the unconditional most-favored-nation clause of the General Agreement and that efforts should be made to secure the participation in the negotiations of all the contracting parties to the GATT on the fullest possible basis. The Committee agreed on the importance of assuring that the value of tariff concessions should not be impaired by quantitative and other non-tariff restrictions. . . .

. . . Japan's restraints on exports to the U.S. were discussed and the Japanese delegation expressed the hope that developments in the United States would permit their early relaxation. The Japanese delegation expressed its serious concern over some features of the official procurement policies of the United States Government which have resulted in reduced purchases in Japan. The United States delegation explained the role of these policies in maintaining defense and foreign aid programs, freedom of capital movements, and policies aimed at domestic economic expansion. The Japanese delegation also raised questions with respect to relations in the fields of shipping and aviation. On the part of the United States delegation, emphasis was placed on the importance of further trade and exchange liberalization in Japan.

The Committee discussed in detail mutual problems in the fields of agriculture and fisheries. Attention was paid to the role of natural resources in investment and trade between the two countries. . . .

In examining the economic relations of the two countries with other parts of the world, the Committee welcomed the progress that has been made toward the elimination of discriminatory restrictions on Japan's exports. . . .

Back OECD tie

The United States delegation expressed the strong support of the United States Government for fuller participation by Japan in the Organization for Economic Cooperation and Development (OECD) and stated that it favored full Japanese membership in that organization in the near future.

The Joint Committee agreed that both Japan and the United States should continue and coordinate their efforts to assist economic progress in the developing countries. . . . The delegations also discussed the desirability of expanding the resources of the International Development Association and expressed their intention to support such expansion.

Attention was also given to the need of the developing countries for greater export earnings. The Committee considered that means should be found to provide the developing countries with improved and non-discriminatory access to the markets of the industrial countries. It was noted that technical assistance might be devoted to improving the marketability of the export products of the developing countries.

20th GATT Session covers wide range of trade problems

Agrees to ministerial meeting in early 1963; requests France and Canada to drop import restrictions against U.S. products

The recently concluded 20th Session of the Contracting Parties to the General Agreement on Tariffs and Trade in Geneva dealt with the whole gamut of world trade problems.

Over 80 countries, including the 44 GATT Contracting Parties, and 12 intergovernmental bodies were represented.

The conference agreed to a U.S.-Canadian proposal to call a Ministerial Meeting early in 1963. The U.S. pointed out that the recently enacted Trade Expansion Act would enable this country to participate fully in the broad and comprehensive trade liberalization program which this sort of meeting could stimulate.

Prominent among complaints against import restrictions was the U.S. claim that France and Italy have persistently used import prohibitions and quotas which impair or nullify tariff concessions which the European Economic Community (EEC) had granted to the U.S. The Italian delegation agreed to liberalize a significant group of products of interest to the U.S. On the basis of this assurance, and with the understanding that bilateral consultations will be held on remaining import restrictions, the U.S. withdrew its complaint against Italy.

Panel sustains U.S.

A panel reviewed the complaint against France and sustained the U.S. argument of nullification or impairment of trade benefits due the U.S., and called upon the French Government to withdraw trade restrictions which were inconsistent with the GATT.

The U.S. also complained against provisions of Canadian customs legislation which have impaired fulfillment of a potato concession negotiated with the U.S. A panel report essentially sustained the U.S. case, and Canada was requested to withdraw the additional customs charge in question or to work out some other mutually satisfactory arrangement with the U.S.

The Contracting Parties also recommended removal of the temporary import surcharges imposed by Canada last June for balance of payments reasons. The Canadian Delegation promised full cooperation, and announced Canada's intention to further liberalize surcharges on products having an annual import value of about $260 million.

Regional Economic Integration

Special attention was given to a standing committee report on the EEC's Common Agricultural Policy and a working party's examination of Greece's association with the EEC. While applauding the complex accomplishment of laying the groundwork for a common farm policy, many nations, including the U.S., voiced concern over various protective aspects of the policy and expressed fears that in some areas it could lead to a self-sufficiency which could prove detrimental to traditional, efficient agricultural exporters.

Further progress against agricultural protectionism is expected through the work of groups established to deal with specific commodities (notably cereals), through such initiatives as may arise from the Ministerial Meeting of early 1963, and through the results of the anticipated 1964 Tariff Liberalization Conference.

Greece's association with the EEC will be kept under review, with Contracting Parties free to exercise their rights under the GATT should any of them consider their national interests adversely affected by the association.

The number of full Contracting Parties to the GATT rose from 42 to 44 with the accession of 2 newly-independent states: Trinidad and Tobago, and Uganda. The Contracting Parties also approved the provisional accession of Yugoslavia and the United Arab Republic, and extended for 2 more years a decision granting provisional accession to Argentina.

The Contracting Parties also agreed to continue for another year special arrangements to afford 15 newly-independent states of Africa a further opportunity to examine their future commercial policies and decide whether they should seek accession to the GATT in their own right.

Committee III, which is concerned with expansion of the export earnings of less developed countries agreed to give further attention to helping the less developed countries enlarge their export earning capacity, including greater stress on consultations with industrial countries maintaining restrictions harmful to the trade of developing countries and consultations with developing countries designed to clarify the relationship between their trade prospects and the financing of their economic development.

The committee meetings revealed that the less developed countries are far from satisfied with progress made to date towards the objectives of the Declaration on the Promotion of the Trade of the Less Developed Countries adopted last year and desire an intensified effort to remove the trade barriers which now encumber their export trade. They did, however, welcome the U.S. Trade Expansion Act as a promising means of achieving some of their trade objectives.

New U.S. schedules delayed

The U.S. announced that it would not ask the Contracting Parties at this session to vote for a waiver permitting the entry of the revised U.S. tariff schedules authorized in the Tariff Classification Act of 1962 into effect on January 1, 1963. The U.S. still favors early implementation of the revised schedules, but consultations underway since September have in some cases proved more time-consuming than anticipated and have also been affected by the problem of providing adequate documentation.

Additional items of business included a report by the Cotton Textiles Committee on the coming into force of the long-term Arrangement for Trade in Cotton Textiles, a review of special trading relations between Contracting Parties and Poland and the submission by the U.S. of a revision of an earlier proposal designed to accommodate the special problem of applying the GATT to international trade in television programs.

TUNNEL IN NORWAY

An 8,974 ft. road tunnel, believed to be the longest in northern Europe, has been cut through on the 6.7-mile Trengereid-Vaksdal road construction project near Bergen.

EEC Council edict controls foodstuff coloring matter

Member states have year to bring regulations into line, another year to apply them to items reaching consumer

Harmonization of member states' rules on coloring matter in foodstuffs is the object of a recent directive from the Council of Ministers of the European Economic Community. The directive applies also to imported products.

Within a year of official receipt of the directive, EEC members must bring national rules into line and apply them to products on sale in the Community within a further year. The directive does not cover goods intended for export outside the Common Market.

Use of certain natural coloring matters (paprika, circuma, saffron, sandalwood, etc.) which have aromatic properties and only secondary coloring effects continues to be controlled by national regulations.

Standards, time limits

An appendix to the directive lists 28 substances and derivatives which may be used to color foodstuffs either throughout or on the surface, and 8 coloring matters which may be used for a specific purpose only, such as surface coloring. Another 6 may continue to be used for a maximum of 3 years and one for 6 years. After these periods their use will be prohibited unless the Council of Ministers decides otherwise. Also attached to the directive is a Community definition of purity standards and a list of some 14 products which may be used for dilution or dissolvent purposes.

Packaging of the authorized coloring matters will have to bear descriptive information. Member states will not be permitted to refuse entry provided that this information is supplied in two of the Community's official languages.

Further action

Conditions under which coloring matters may be used—that is, which foodstuffs may be colored with one, several, or all of the coloring matters in the Community's list—still have to be defined.

Considerations underlying the Community directive were said to be the need to protect public health and the desire to keep the products concerned economically profitable.

The complete decree, with annexes, appeared in the Community's *Journal Officiel* of Nov. 11, 1962. Copies in French are available from the Information Service, European Economic Community, 236 Southern Building, Washington 5, D.C. A single copy is available for use in the European Division, Office of Regional Economics, Room 3425 Main Commerce Building, Washington, D.C.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Dahomey slashes duties in move to cut smuggling

Canned meat, leaf tobacco, radio receivers affected

Dahomey has reduced import duties on 9 classes of goods in an effort to reduce smuggling from Togo and Nigeria, the U.S. Embassy in Cotonou reports. Reductions are in the revenue assessments, fiscal duty (droit fiscal) and standard tax (taxe forfaitaire); rates of customs duty (droit de douane) remain unchanged.

Attention: U.S. exporters

Fiscal duty cuts of particular interest to U.S. exporters have been made on: canned meat—from 15% to free; unmanufactured tobacco—from 60% to 50%; cigarettes—from 730 CFA francs ($2.95) per net kilogram to free; and radio receivers—from 20% to 10%.

Standard tax applicable on these products, except for radio receivers, has been cut from 20% to zero; the rate on radio receivers has been dropped from 20% to 5%.

Other products affected are cola nuts, matches, cotton cloth, velvet and plush, and silk head scarfs. Further information on these tariff changes is available from the Africa Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

IRAQ—List of **successful bidders** for various Government tenders available. It includes name and address of bidder, description of product, and bid price.★

Government Purchasing Board is awarded contract for supplying 20,000 tons of **raw sugar**, at $84 (30 dinars) per ton, for Government-owned sugar factory at Mosul.

PAKISTAN—Department of Investment Promotion & Supplies issues circular notices furnishing details on award of Tenders No. VA-3/AID/L-53/66733/A/62/46; VA-3/AID/406/66571/E/62/47; VA-3/AID/408/66703/E/62/51; VA-3/AID/408/66703/F/62/53; VA-3/AID/406/66571/G/62/49. Copies of circulars available.

U. S. Government Actions

U.S. sells dairy goods, fruit for India's armed forces

The U.S. has agreed to sell $5.1 million worth of dairy products and canned fruit to India's armed forces under Title I of Public Law 480. Payment will be in Indian rupees, and the value includes certain ocean transportation costs.

The agreement provides that 85% of the rupees obtained as payment will be used for economic development in India, and 5% will be set aside for loans to U.S. and Indian private business firms by the Agency for International Development (AID), U.S. Department of State, Washington 25, D.C. Information regarding the loans is available from AID.

This is the first agreement with India to include dried whole milk or evaporated milk under Title I of Public Law 480. Shipments of dairy products, mostly nonfat dry milk, to India have totaled 45.7 million pounds.

Sales will be by U.S. private traders. Purchase authorizations will be announced later.

Eximbank loan helps Italian firm buy U.S. equipment

The Export-Import Bank of Washington has authorized a $3.8 million credit in favor of the Istituto Mobiliare Italiano (IMI) of Italy.

The funds will be used by the Societa Industrie Chimiche Edison, S.p.A., (SICEDISON) a chemical and plastics firm, to purchase machinery and equipment manufactured in the U.S.

SICEDISON is located in Milan and operates plants in northern Italy with main installations at Venice and Mantova. Owned in part by the Monsanto Chemical Company of St. Louis, its principal products are plastics for rigid pipes, packaging, automobile and furniture fittings, and household appliances; refrigeration liquids; and plexiglass.

The firm will purchase U.S. measuring and regulating instruments, glass-lined steel tanks, compressors and related equipment. Although all potential U.S. suppliers are not known at this time, the following are expected to receive orders from SICEDISON: The Union Carbide Corporation of New York, the Foxboro Company of Foxboro, Mass., Clark Brothers Corporation of New York and the Miny Corporation of New York.

Dutch businessman loses export rights

A Netherlands businessman and 2 associated firms have been temporarily denied all U.S. export privileges pending conclusion of an investigation of their alleged illegal shipment of U.S. agricultural chemicals to Cuba, according to the Commerce Department's Bureau of International Commerce.

Named in the Bureau's denial order for December 6, 1962, are L. C. Van Stolk and his associated companies, N.V. Industrie—En Handelsonderneming—J. Simonis, and N.V. Aviacom, all of Rotterdam, the Netherlands.

The order states that its investigation has disclosed that Van Stolk and the Rotterdam firms obtained U.S.-origin agricultural chemicals and shipped them to Cuba without the Bureau's permission, in violation of U.S. export controls.

The denial order was entered to prevent Van Stolk and the 2 firms from obtaining other U.S. goods for possible unlawful transshipment. The order is effective for 60 days and will be extended if found desirable to further protect the public interest until the Bureau's investigation and findings are completed.

The denial order prohibits Van Stolk and the named companies, and all persons and firms related to them, from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them or on their behalf with respect to such goods.

Pakistan to buy $17.2 million worth of ghee under PL 480

An amendment has been made in the Title I, PL 480 agreement between the U.S. and Pakistan to provide for sale of $17.2 million worth (about 44 million pounds) of ghee to Pakistan.

Ghee is produced by the removal of moisture from butter by boiling. It is one of the main forms of butterfat used in the Far and Middle East.

Purchase of the ghee will be financed from funds in the original agreement of October 14, 1961.

Eximbank lends $5 million to private Uruguayan firms

The Export-Import Bank has authorized a $5 million Alliance for Progress loan to the Republic of Uruguay to help small and medium sized Uruguayan business firms purchase U.S. machinery and equipment.

The Eximbank funds will be relent by the Banco de la Republica Oriental del Uruguay (BOR) to private enterprises who wish to equip, expand or modernize their facilities through acquisition of U.S. industrial equipment.

BOR will seek prior Eximbank approval on allocations in excess of $100,000. Total allocations to a single borrower or close affiliates may not exceed $300,000. To insure that BOR has adequate time to install allocation procedures, an availability date of December 31, 1964 has been set for use of the funds.

Paraguay agrees to buy $3.3 million in U.S. wheat

Agreement has been reached between the Governments of Paraguay and the U.S. on a program under Title I, Public Law 480, for the sale of $3.3 million worth (about 1.7 million bushels) of wheat. The above-quoted figure includes certain ocean transportation costs.

The proceeds from this sale will be used for loans by the Agency for International Development (AID) to U.S. and Paraguayan private enterprise; for loans for economic development; for payment of U.S. obligations abroad; and for various other U.S. purposes.

Chile buys over $1.2 million in U.S. dairy products

Agreement has been reached between the Governments of the U.S. and Chile on an amended program under Title IV, PL 480 (long-term credit) for the sale of more than $1.2 million worth of nonfat dry milk and butter/anhydrous milk fat.

Sales proceeds will be used in Chile for social development such as hospitals and schools, and for economic development.

Sales will be by U.S. private traders, and purchase authorizations will be announced later.

Fertilizer plant extension planned by U.A.R. agency

The General Organization for Executing the 5-Year Industrial Plan plans to extend the fertilizer plant of Société El Nasr d'Engrais et d'Industries Chimiques at Attaka, Suez, U.A.R.

Two alternative extension programs are being considered, both of which are set for the production of ammonium nitrate limestone and calcium nitrate.

Both are identical as far as the ammonia synthesis plant and ammonium nitrate limestone plant are concerned. They differ, however, in the capacity of the nitric acid, calcium nitrate plants and the equipment needed for the limestone capacity.

Tenders are requested to quote for both alternative extension programs, to be known as Program A and Program B. Capacities are as follows:

1A—ammonia synthesis plant, 360 tons of liquid ammonia per 24-hour day; 1B—360 tons. 2A—nitric acid plant, 860 tons per 24-hour day (100% HNO_3); 2B—600 tons. 3A—ammonium nitrate-limestone plant, 485 tons per 24-hour day; 3B—485 tons. 4A—calcium nitrate plant, 800 tons per 24-hour day; and 4B—400 tons.

Bid deadline is March 16, 1963. Copies of the specifications are available on a short loan basis from the General Industrial Equipment and Components Division, BDSA, Department of Commerce, Washington 25, D.C.

The present plant—which began production in 1951—produces 250,000 tons a year of calcium nitrate (15.5%) from refinery gases and limestone. An ammonium sulphate plant with a capacity of 100,000 tons a year (20.6% N_2) from sulphuric acid using elemental sulphur as raw material has been erected and is expected to start production early in 1963.

Korea wants bids on radio equipment by Christmas Eve

The Republic of Korea is inviting bids, on behalf of the Ministry of National Defense, for supply of radio broadcast and audio control equipment, including a 1-kw. transmitter, program level amplifier, peak-limiting amplifier, volume unit meter and panel, modulation monitor audio equipment mounting rack, audio console (with 4 operating instruction manuals), microphone with boom stand, turn table, 4 tape recorders, test instruments, 600 feet of shielded wire and cable, 100% supply of spare tubes, other maintenance parts and accessories, miscellaneous hardware, and 2 copies of service manuals (including specifications, and installation, operating, and maintenance instructions).

Closing date for submission of bids under Invitation No. KFX-2127-S, Project No. A-19, is December 24, 1962.

Copies of the tender documents, specifications and instructions may be obtained from Mr. Chung Soo Park, Procurement Attache, Korean Embassy, 2320 Massachusetts Ave., NW. Washington 8, D.C. Copies also available for review in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2334).

Communications equipment bids sought in Greece

Greece has called for bids for two-way FM radio transmitter-receivers, including 70 fixed stations, 150 portable units and 30 units to be installed on vehicles.

The bids have been invited by the Director General of Procurements, State Purchases Directorate C', 50 Socratous St., Athens.

The frequency range should be 25 to 54 m.c. and power output of various units will range from 6 to 60 watts.

Intended procurement includes antennas, coaxial cable, coaxial connectors, microphones, loudspeakers, and necessary accessories.

Closing date for bids under tender No. C/758/62, reference No. 322695/26256 is Jan. 10, 1963.

Specifications and bidding instructions are available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-2234.)

U.S. companies may bid on Korean purchases

The Republic of Korea has invited bids for supply and delivery of various materials estimated to cost more than $650,000.

Invitation No. KFX-2129-N includes tipping material, cellulose film, aluminum foil, tear tape, glassine paper, vanillin, cocoa powder, perillartine and potassium nitrate. Sources are worldwide except Communist Bloc countries. Procurement is financed by Korean Government-held foreign exchange.

Offers for delivery Pusan, either f.a.s. (f.o.b.) vessel port of loading c. and f. or c.i.f. port of discharge Korea, at buyers' option, should reach the Office of Supply, Government of the Republic of Korea, Seoul, before 11 a.m., Dec. 24.

Copies of Invitation No. KFX-2129-N, including terms of contract and specifications, are available to U.S. firms from the BDSA Commodity Export Promotion Staff, Room 4317, Department of Commerce, Washington 25, D.C.

India wants flotation cell and supply of reagents

The Government of India Supply Mission in Washington, D.C., by tender No. SE-472/M/REIN, is seeking bids for a flotation cell (agitair) laboratory type and flotation reagents. Tender opening has been extended to Jan. 4, 1963.

Interested firms should apply to the India Supply Mission at 2536 Massachusetts Ave., NW., Washington 8, D.C., for a copy of the tender notice and specifications. (Telephone: COlumbia 5-5200, Washington.)

Bids requested by SHAPE for buses, bus services

Two new tenders have been opened to U.S. bidders by the Supreme Headquarters Allied Powers Europe (SHAPE).

Bid 5-63 covers 22 passenger buses with 41 to 45 seats and diesel or gasoline (gasoline preferred) powered engine. Fluid or hydraulic transmissions will not be considered.

Bid 6-63 covers the service and maintenance of buses owned and operated in France by SHAPE.

Although response to bids 5-63 and 6-63 may be prepared by different firms both must be forwarded together by the firm submitting offers to Bid No. 5-63.

Bids should reach the Headquarters Command Purchasing and Contracting Officer, Supreme Headquarters Allied Powers Europe (SHAPE), Paris, France, before 5:30 P.M. (Paris time), Jan. 11, 1963.

Copies of tenders No. 5-63 and No. 6-63, including basic specifications, special provisions, instructions, conditions, and general provisions, may be obtained by U.S. firms from BDSA's Commodity Export Promotion Staff, Room 4317, Department of Commerce, Washington 25, D.C.

Morocco wants tenders for survey to produce national map

The Kingdom of Morocco is inviting tenders for geophysical surveys using gravimetric techniques to produce a map of Morocco.

Bid specifications are in French. Bids for the execution of gravimetric measurements for the Gravimetric Map of Morocco must be received not later than January 18, 1963. Bids under sealed cover should be addressed to the Directeur des Mines et de la Geologie, Rabat, Morocco. The cover must mention "Prospection Geophysique du Bassin de Guercif."

Copies of specifications in French are available for review purposes in the Scientific, Photographic and Business Equipment Division, Room 4110, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C. (WOrth 7-2312).

10 transmitter-receivers asked by Iraq Government

Bids have been invited in Iraq for the supply of ten (2 fixed station, 8 mobile) VHF/AM transistorized radio transmitter-receivers of single unit construction completely enclosed.

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, has requested the bids on behalf of the Directorate General of Civil Aviation.

These units will operate on fixed frequencies between 118 and 136 m.c., with transmitter RF output of 5 watts. The equipment to be purchased includes coaxial feeders, quarter-wave whip antennas, and adjustable mounting cradles, and other accessories.

Closing date for bids is Dec. 30. Interested firms can review the tender forms and specifications in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

149 Miscellaneous Nonmetallic Minerals

France

Precious stones for industrial use. Direct purchase and agency. J. L. Guillon & J. L. Michel (importer, wholesaler, manufacturer), 10 rue du 4-Septembre, Paris 2e.

195 Small Arms

France

Hunting rifles; requests replies in French. Direct purchase and agency. Le Pelican (importer, wholesaler), 2 rue Paul Cezanne, Paris. WTD 10/29/62.

200 Food

France

Canned food: fish, fruits vegetables; beverages. Paridoc (importer), 52 rue de Clichy, Paris 9. WTD 10/22/62.

Indonesia

Foods and beverages. C.V. Hasan (importer), Kalimati Kulon No. 33, Surabaya. WTD 10/24/62.

Italy

Alcoholic beverages, canned food, confectionery. Direct purchase and agency. Rappresentanze Liquori Esteri, s.r.l. (agent), Via Cosimo del Fante 6, Milan. WTD 11/27/62.

Netherlands

Raw materials for bakery industry. N.V. Handelmaatschappij Stolp & Co. (importing distributor), 47-48 Damrak, Amsterdam. WTD 11/13/62.

203 Canning, Preserving Fruits, Vegetables, Seafood

Germany

Mild salted salmon roe in wooden barrels of 60 or 145 lb. net contents in lots of 20,000 lb.; requests price quotations c.i.f. Hamburg with small sample. Caviar Christensen (manufacturer, importer), Grosse Elbstr. 160, Hamburg-Altona.

Netherlands

Dried semi-tropical fruit. N.V. Handelmaatschappij Stolp & Co. (importing distributor), 47-48 Damrak, Amsterdam. WTD 11/13/62.

209 Miscellaneous Foods

Spain

Industrial fats, tallow; requests replies in Spanish. Alfredo Fernandez Rodriguez, Jabones Alfero (manufacturer), Alejandro Pedrosa 51, Puente-Orense.

220 Textile Mill Products

France

Fabrics made of cotton and synthetic fibers for manufacture of sport and waterproof clothing. Direct purchase and agency. CODITEX—Comptoir pour la Distribution de Textiles (importer, wholesaler), 20 rue Poissonniere, Paris 2e. WTD 10/24/62.

Textile smallwares. Paridoc (importer), 52 rue de Clichy, Paris 9e. WTD 10/22/62.

Indonesia

Textiles C.V. Hasan (importer), Kalimati Kulon No. 33, Surabaya. WTD 10/24/62.

Italy

New bleached cotton remnants; new unbleached stocking remnants; bleached terry cloth remnants. Direct purchase and agency. Bonci & C. (agent), Via Manzoni 31, Milan. WTD 11/28/62.

Rhodesia, Nyasaland

Piece goods, curtain materials, blankets. D. Frenkel & Co. (Pvt.), Ltd. (importer, wholesaler), P.O. Box 2046, Bulawayo, Southern Rhodesia. WTD 11/21/62.

Tanganyika

Upholstery, furnishing fabrics; materials for men's suits; good quality in small trial orders; requests price quotations. Janmahomeds (importing distributor), P.O. Box 395, Dar es Salaam. WTD 4/17/62.

Venezuela

Textiles. Direct purchase and agency. S. M. Roffe C.A. (manufacturer's agent), Dr. Paul a Salvador de Leon, 55, Caracas. WTD 11/9/62.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Austria

Woven piece goods of manmade fiber, plain and printed, for manufacture of quilts. Astrid Artmer (importer, wholesaler, agent, manufacturer), Weissgerberlaende 44-46, Vienna III.

224 Narrow Fabrics, Other Smallwares Mill Products

Argentina

Ribbon—nylon, rayon, dacron, cotton. Correspondence in Spanish; Marcos Gutman, S.R.L., Av. San Martin 6540/46, Buenos Aires. NCIA. I.R.-3.

Ecuador

Elastic tape and other textile notions; requests replies in Spanish. Dr. Gilberto Contreras N. (importer), P.O. Box 2372, Quito.

225 Knitting Mill Products

Hong Kong

● Jerseys, jungle olive drab, long sleeves, vee neck, 40% wool, 60% cotton, 2,000. Bid deadline Dec. 28. Controller of Stores, Stores Department, Oil St., North Point. ★ (Telephone: WOrth 2-4294.)

227 Floor Covering Mill Products

France

Wilton carpets, plain and with designs, from 0.70 to 4.57 meters wide; requests replies in French. Direct purchase and agency. Derache Constant (manufacturer), 91 rue du Colisee, Lyslez-Lannoy (Nord). WTD 10/19/62.

229 Miscellaneous Textile Goods

Ecuador

Laces and other textile notions; requests replies in Spanish. Dr. Gilberto Contreras N. (importer), P.O. Box 2372, Quito.

Turkey

Felt discs for polishing. Hamparsum Sariyan (importer), Tersane Cad. No. 43, Galata, Istanbul. WTD 11/21/61.

230 Apparel

Austria

Casual and sportswear of all kinds,

parkas, trade-marked blue jeans. M. Christa Groedel (importer, wholesaler, agent), Gonzagagasse 61, Vienna I. WTD 10/30/61.

France

Men's and women's underwear. Paridoc (importer), 52 rue de Clichy, Paris 9. WTD 10/22/62.

Rhodesia, Nyasaland

Cotton uniforms of all kinds for use in home, factory, hotel. D. Frenkel & Co. (Pvt.), Ltd. (importer, wholesaler), P.O. Box 2046, Bulawayo, Southern Rhodesia. WTD 11/21/62.

Saudi Arabia

Outerwear and underwear for children, ladies, and men; accessories for ladies and men. Direct purchase and agency. Kurdi Stores (importer, retailer, wholesaler, commission agent), P.O. Box 127, Alkhobar. WTD 11/25/62.

Tanganyika

Men's ready-to-wear suits, trousers for tropical lightwear, shirts, other tropical outerwear; good quality in small trial orders; requests price quotations. Janmahomeds (importing distributor), P.O. Box 395, Dar es Salaam. WTD 4/17/62.

239 Miscellaneous Fabricated Textile Products

Rhodesia, Nyasaland

Household linens. D. Frenkel & Co. (Pvt.), Ltd. (importer, wholesaler), P.O. Box 2046, Bulawayo, Southern Rhodesia. WTD 11/21/62.

242 Sawmill, Planing Mill Products

Spain

Pine, oak lumber; requests replies in Spanish. Maderas Gonzales (sawmill, wholesaler, retailer, importer), Couto 31, Vigo.

United Arab Republic

■ Pine pitch wood, 600 cubic meters; pine wood, 300 cubic meters. FAS port of exit. Loan 27. U.S. source. Bid deadline Dec. 31. General Egyptian Organization for Aquatic Resources (G.E.O.A.R.), 22 Ismail Mohieedin St., Heliopolis, UAR. Cable: SAYYAD.★

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Ecuador

Greenhouses with watering systems, heating, ventilation. Lcdo. Carlos Garzon A. (importer, representative), Calle Guayaquil 829, 1° piso, Quito.

Spain

Fir plywood; requests replies in Spanish. Maderas Gonzalez (sawmill, wholesaler, retailer, importer), Couto 31, Vigo.

252 Office Furniture

France

Office furniture, all kinds. Burotype, S.A. (importer), 22-24 rue St. Georges, Paris 9. WTD 8/20/62.

262 Paper Mill Products

New Zealand

● Check paper: 100 reams, white wove, sensitized, watermarked, 18 x 23-24 lb./500. Tinted writing paper: 50 reams, legal blue, 27 x 34-56 lb./500; 500 reams, legal blue, 17 x 27-28 lb./500; 150 reams, amber wove, 27 x 34-48 lb./500; 60 reams, cerise, 17 x 27-29 lb./500; 25 reams, green, 17 x 27-29 lb./500.

Manifold paper: 150 reams, white, 17 x 27 lbs/500.

Litho printing paper, white, free from groundwood and unbleached pulp: 50 reams, 25 x 40-80 lb/500, grain long, 420 reams, 30 x 40-96 lb/500, grain long, 25 reams, 23 x 36-60 lb/500, grain short, 50 reams, 23 x 36-60 lbs/ 500, grain long, 25 reams, 35 x 45-125 lbs/500, grain long. Manila board, white, glazed: 100 reams, 20 x 30-135 lb./500, grain short.

Writing paper, cream, laid or wove, free from groundwood or unbleached pulp, in sheets: 100 reams, 25 x 40-60 lb./500; 50 reams, 23 x 36-50 lb./500; 100 reams, 21 x 33-42 lb./500; 75 reams, 31 x 33-53 ¼ lb./500; 3,500 reams, 23 x 36-43 lb./500; 2,250 reams, 27 x 34-48 lb./500; 3,200 reams, 17 x 27-24 lb./500; 1,300 reams, 21 x 33-36 lb./500; 750 reams, 27 x 34-40 lb./500; 2,000 reams, 17 x 27-20 lb./500; 1,200 reams, 21 x 33-25 lb./500.

Writing paper, cream, laid or wove, from groundwood or unbleached pulp, in rolls: 200,000 lb., 73 grams per square meter, rolls 17″ wide, 30″ O.D., core diameter 3″; 225,000 lb., 73 grams per square meter, rolls 34″ wide, 30″ O.D., core diameter 3″; white M.F. printing paper, suitable for use as adding machine rolls: 16 tons, 63 grams per square meter on rolls 28″ wide, 30″ O.D., core diameter 3″.

Tender 28, bid deadline Jan. 28, 1963.

● Offset printing paper, free from groundwood anl unbleached pulp: 1,300 reams, 23 x 36-50 lb./500, grain long; 200 reams, 30 x 40-72 lb./500, grain long, 1,800 reams, 27 x 34-55 lb./500, grain long.

Gummed paper, 18 x 23-25 lb./500, 425 reams white, 80 reams blue, 75 reams green, 40 reams read, 35 reams canary; illustration art paper, white, coated, grain long: 400 reams, 30 x 40-100 lb./500; 40 reams, 27 x 34-73½ lb./500; imitation art paper, 150 reams, 25 x 40-75 lb.

Ledger paper: 30 reams, azure, 22 x 30-72 lb./500; 120 reams, azure, 23 x 36-64 lb./500; 70 reams, azure, 15½ x 20-24 lb./500; 130 reams, azure, 17 x 27-36 lb./500; 130 reams, azure, 22 x 33-58½ lb./500; 150 reams, buff, 22 x 33-62 lb./500; 160 reams, buff, 26 x 32-80 lb./500; 100 reams, buff, 26 x 32-80 lb./500, (last two items long grain, balance immaterial).

Manila, buff, in sheets, 15 reams, 30 x 40-260 lb./500; 40 reams, 23 x 36-110 lb./500; 20 reams, 23 x 36-147 lb./500; 200 reams, 27 x 34-180 lb./500; 120 reams, 27 x 36-190 lb./500; 50 reams, 28 x 35-290 lb./500, 180 reams, 28 x 37-300 lb./500.

Manila, buff, in reels, outside diameter 30″, core 3″: 20,000 lb., substance 20 x 30-120 lb./500, reel width 9½″ 3,000 lb., substance 20 x 30-140 lb./500, reel width 9½″; 2,500 lb., substance 20 x 30-120 lb./500, reel width 1 5/8″.

Bond paper: 36 tons, primrose, 61 grams per square meter, in rolls 33″ wide, 30″ outside diameter, core tolerance from 2¾″ to 3¼″.

Tracing cloth, blue, 900 sheets, size 29 x 42 in.; duplicator paper, white wove: 500 reams, 17 x 27-24 lb./500; bond paper, white: 4 tons, 98 grams per square meter, size 27 x 17 in.

Tender 10, bid deadline Jan. 14, 1963. Copies of specifications for all items available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

264 Converted Paper, Paperboard Products

Austria

Machine coated printing paper, wrapping paper for packaging industry. Direct purchase and agency. Leonh. Lang, Papiergrosshandlung (importer, wholesaler, manufacturer), Ing. Etzelstrasse, Innsbruck, Tyrol.

274 Miscellaneous Publishing

Italy

Printed music. Direct purchase and agency. Bixio, Societa Azionaria Musicale (importer, publisher), Via Borgogna 7, Milan. WTD 11/28/62.

281 Industrial Chemicals

Argentina

Chemical raw material for orthodichloro benzene; Sulco, Soc. Ind. Com., Derqui 3863, San Justo. NCIA. I.R.-9.

France

Cadmium pigments, organic pigments, coloring products for plastics. Direct purchase and agency. Synthecolor (manufacturer), 60 rue Henri Regnault, Courbevoie (Seine). WTD 10/22/62.

Iran

Chemicals for glass manufacturing. Ali Akbar Zavieh (manufacturer), Karkhaneh Boloursazi Omid, Serai Hajebod-Dowleh, Bazaar, Tehran.

Norway

Pigments for paints. Direct purchase and agency. Otto Olsen & Son A/S (importing distributor, wholesaler, manufacturer's agent), Josefinesgate 18, Oslo. WTD 10/16/62.

Pakistan

■ Coal tar dyestuffs. Loan 53; U.S. source. IL230521. Credit amount $6,300. Bid deadline Dec. 29. Ghafur Textile Mills, Ltd., 10/A Manghopir Rd., Karachi.★

■ Textile dyes. Loan 53; U.S. source. IL203440. Credit amount $6,300. Bid deadline Dec. 26. Allahwassaya Textile & Finishing Mills, Ltd., Mumtazabad, Vehari Rd., Multan. Cable: FACILITY.★

■ Coal tar dyestuffs. Loan 53; U.S. source. IL175333. Credit amount $58,300. Bid deadline Dec. 29. Evershine Paints (Eastern) Ltd. Manghopir Rd., Karachi.★

■ Coal tar dyes for textile printing. Loan 53; U.S. source. IL179201. Credit amount $8,400. Bid deadline Dec. 29. Mirza & Co., Jhang Bazar, Lyallpur.★

■ Chemically reactive dyestuffs. Loan 53; U.S. source. IL203427. Credit amount $5,880. Bid deadline Dec. 26. Crescent Dyestuffs & Co., Chouri Sarai, Multan City, Cable: CRESCENT.★

Qatar

Hydrochloric acid commercial quality 28° TWS. G.1.14; sulphuric acid commercial quality 96% S.G. 1.840; packed in glass carboys; requests test certificates by independent chemists with price quotations c.i.f. Umm Said in U.S. dollars or pounds sterling. K. S. Rashid, Managing Partner, Oriental Trading Co. (sales and commission agent, importer, wholesaler, retailer), P.O. Box 96, Doha. WTD 4/11/60.

Switzerland

Sulphur, 1,000 tons monthly, in chips for manufacture of sulphuric acid. Georges Moreau & Cie. AG (importer, exporter, commission agent), 41 Talacker, Zurich 1.

282 Plastics Materials, Synthetic Resins, Rubber, Other Man-made Fibers

Congo

Plastic materials. Italplast (manufacturer), B. P. 3115, Leopoldville-Kalina. WTD 11/26/62.

France

Syntnetic resins used in anti-corrosion protection; requests replies in French. S. A. Plastimul (manufacturer), 176 rue d'Estienne d'Orves, Colombes (Seine). WTD 10/22/62.

Raw materials and any other supplies for plastic industry. Direct purchase and agency on commission basis. Compagnie Centrale des Metaux—Kahn & Cie (manufacturer, agent), 41 rue Auger, Pantin (Seine). WTD 6/28/62.

Pakistan

■ Thermoplastic moulding compound (polystyrene), 25,000 lb. Loan 53; U.S. source. IL#186927. Credit amount $5,312. Bid deadline Dec. 27. East Pakistan Industries, 266 Tejgaon Ind. Area, Dacca.

South Africa

Alkyd, synthetic resins; quality to meet South African Bureau of Standards approval; requests replies from manufacturers only, price quotations c.i.f. Cape Town in South African rands (1 rand= $1.41 approx.) Direct purchase and agency. Resinchem (Pty.), Ltd. (manufacturer), Glossderry & Warrington Rds., Claremont, C.P. WTD 11/15/62.

283 Drugs

Colombo

● Tolazoline hydrochloride 25 mg. (200,000 tablets), yeast 5 grains (800,000 tablets), ascorbic acid injection (300,000 ampuls), aneurin injection (290,000 ampuls), dextrose injection 15%, 50 ml (5,000 ampuls). Bid deadline Jan. 18. Chairman Tender Board, Ministry of Health P.O. Box 500, Colombo.★ (Telephone: WO 7-2239.)

France

Fine chemical products for pharmaceutical use, treatment of gases and liquids. Direct purchase and agency. Société Nouvelle Pica (manufacturer), 60 rue Saussure, Paris 17. WTD 7/20/62.

Pakistan

■ Pharmaceutical, medicinal preparations. Loan 53; U.S. source. IL211220. Credit amount $5,205. Bid deadline Dec. 26. Dawn Stores, Rampart Row, Bombay Bazar, Karachi 2.★

■ Pharmaceutical, medicinal preparations. Loan 53; U.S. source. IL229681. Credit amount $8,125. Bid deadline Dec. 26. R. H. Ganni, 574/1 Rampart Rd., Karachi 2. Cable: KHUSNUMA.★

■ Pharmaceutical, medicinal preparations. Loan 53; U.S. source. IL204878. Credit amount $14,070. Bid deadline Dec. 26. Boots Pure Drug Co. (Pakistan), 5 Mall Mansions, P.O. Box 127, The Mall, Lahore. Cable: DRUGBOOTS.★

■ Pharmaceutical, medicinal preparations. Loan 53; U.S. source. IL260178. Bid deadline Dec. 27. S. Amir Mohideen & Co., Ltd., 397 Enayet Bazar Rd., Chittagong, East. Cable: CHEMDYES.★

■ Pharmaceutical medicinal preparations. Loan 53; U.S. source. IL230658. Credit amount $6,300. Bid deadline Dec. 28. Abdul Karim Adamji Vasavadwala, NP/11, Daryalal St., Karachi. Cable: YADATAR, Karachi.★

■ Hydrogen peroxide, 35% wts., 40% by volume. Loan 53; U.S. source. IL120557. Credit amount $5,040. Bid deadline Dec. 28. Fauji Textile Mill, Jhelum, West. Cable: FAUJITEX.

284 Soap, Cleaning Preparations, Perfumes, Cosmetics

France

Raw materials pertaining to perfumery. Direct purchase and agency. V. Fringhian S.A. (importer, wholesaler, agent), 23 rue du Renard, Paris 4. WTD 11/9/62.

Cleaning products including detergents. Paridoc (importer), 52 rue de Clichy, Paris 9. WTD 10/22/62.

Saudi Arabia

Cosmetics, perfumes, toiletries and similar preparations. Direct purchase and agency. Kurdi Stores (importer, retailer, wholesaler, commission agent), P.O. Box 127, Alkhobar. WTD 11/25/62.

285 Paints, Varnishes, Lacquers, Enamels

France

Varnish for coating inside of food cans and other packaging. Manufacture Blancomme (manufacturer), 37 rue de Mortillet, Grenoble (Isere). WTD 10/19/62.

Iran

Decorative paints for glassware. Ali Akbar Zavieh (manufacturer), Karkhaneh Boloursazi Omid, Serai Hajebod-Dowleh, Bazaar, Tehran.

287 Fertilizers

Colombia

● Mixed fertilizers, 12-6-24, 3,000 metric tons; 6-24-6, 2,000 metric tons, containing 2-5% magnesium oxide and all potash to be derived from potassium sulfate; bid deadline Jan. 7, 1963. Secretario Federación Nacional de Cafeteros de Colombia, Oficina 503, Edificia del Banco Cafetero, Bogotá (Specifications in Spanish with summary in English).★ (Telephone: WO 7-2008.)

289 Chemical Preparations

Pakistan

■ Monethanolamine, 144 drums, each containing 474 lb. Loan 53; U.S. source. IL230030. Credit amount $15,608.74. Bid deadline Dec. 26. Sui Gas Transmission Co., Ltd., P.I.D.C. House, Kutchery Rd., Karachi. Cable: SUIGAS.

■ Miscellaneous chemicals, quotations per lb. on c.&f. Karachi basis. Loan 53; U.S. source. IL202389. Credit amount $10,500. Bid deadline Dec. 26. Crescent Textile Mills, Ltd., Sargodha Rd., Lyallpur, West. Cable: CRESCENT.★

■ Caustic soda, 100 tons; soda ash, 20 tons; rangolete, 20 tons; amlyacittate, 10 tons; acid sodium phosphate, 20 tons. Loan 53; U.S. source. IL035832. Credit amount $7,665. Bid deadline Dec. 26. Amritsar Chemicals & Dyes, Rambharti St. Jodia Bazar, Karachi. Cable: AMRITSAR CHEMICALS & DYES, Karachi.

■ Lissapol NH; Waxol PAH., various other chemicals. Loan 53; U.S. source. IL204494. Credit amount $5,670. Bid deadline Dec. 26. Allwasaya Textile & Finishing Mills, Ltd., Mumtazabad, Vehari Rd., Multan. Cable: FACILITY, Multan. ★

■ Ortho Tolyl Biguanide, ½ ton; Nerolin Yara Yara crystals, 2 cwt.; Diphenyl Oxide, 6 cwt.; Terpineolene, 1 ton; caustic soda 98/99% solid fused, 50 tons. Loan 53; U.S. source. IL204583. Credit amount $7,350. Bid deadline Dec. 26. Combined Industries, Ltd., 36 The Mall, Lahore, Cable: COMBINOS, Lahore.

291 Petroleum Refining

South Africa

Bright stock oil for blending purposes; present requirements 600-800 x 45 gal. drums every 3 months, to be greatly increased in near future; requires technical assistance and possible blending assistance from seller. M. J. Smith-Chandler, Managing Director, Peninsula Petroleum (refiner), P.O. Box 51, Calremont, Cape Town. WTD 10/26/62.

307 Miscellaneous Plastics Products

Germany

Plastic brush bodies. Direct purchase and agency. Schmitz & Ludwig (manufacturer), 905 Postfach or 33 Ludwigstr, 56 Wuppertal-Elberfeld. WTD 11/16/62.

Pakistan

■ Thermoplastic molding compound, polythylene, polystrene; unwrought plastic sheets, 10/1,000 gage above, size 48" and 50". Loan 53; U.S. source. IL201348. Credit amount $8,400. Bid deadline Dec. 26. Janda Manufacturing Co., Ltd., Mahmood Booti, Baghbanpura, Lahore. Cable: JANDCO.

322 Glass, Glassware

France

Glassware, table, kitchen, and decorative. Paridoc (importer), 52 rue de Clichy, Paris 9e. WTD 10/22/62.

327 Building Materials

India

■ Corrugated wired glass, including necessary fitting and fixtures, required by Damodar Valley Corp., Calcutta. Loan 125; worldwide. Tender No. S/109/AID. Bid deadline Jan. 7, 1963. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where tender forms including specifications priced at $1.50 may be obtained. Also obtainable from Director General, India Store Department, Government Building, Bromyard Ave., Acton, London W-3, England; Embassy of India, Naigai Bldg., No. 13/20 Chome Maronouchi, Chiyodaku, Tokyo, Japan; Indian Trade Commission in Australia, Caltex House, 167/187 Kent St., Sydney, Australia; Director General of Supplies & Disposals, 24 Shahjahan Rd., New Delhi, India. Cost of tender forms not refundable and forms are not transferable.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Turkey

Emery discs for grinding and polishing. Hamparsum Sariyan (importer), Tersane Cad. No. 43, Galata, Istanbul. WTD 11/21/61.

331 Primary Metal Industry Products

Chile

Metals, raw materials for industries, smelters, metalworking shops. Direct purchase and exclusive agency. Cameron Reid Hnos. (importer, wholesaler), Agustinas 1070, Of. 116, Casilla 998, Santiago. WTD 11/13/62.

Germany

Special brush wires. Direct purchase and agency. Schmitz & Ludwig (manufacturer), 905 Postfach or 33 Ludwigstr., 56 Wuppertal-Elberfeld. WTD 11/16/62.

India

■ Basic open hearth steel, hot rolled rimming quality, mild steel rod, suitable for redrawing, 1,600 metric tons. Loan 217; U.S. source. IL/DL/55/178/02101/0001. Bid deadline Dec. 20. Indian Oxygen, Ltd., Light Engineering Div. 8/1, Loudon St., Calcutta 16.★

■ Wire rods required for manufacture of high carbon wires. Loan 159; U.S. source. IL/BL/55-2/02101/186. Bid deadline Jan. 8, 1963. Special Steels, Ltd., Village Magathane, Dattapara Rd., Borivli (East). ★

■ Steel sheets, for enamelling, any size between 8′ x 4′ and 6′ x 3′; 200 metric tons. Loan 159; U.S. source. Ref. APS/62/SI/3210. Bid deadline Jan. 7, 1963. Sur Industries Pvt., Ltd., 163 Lower Circular Rd., Calcutta 14.

■ 8′ x 4′ x 20 gauge Armco enamelling sheets, or 8′ x 4′ x 20 gauge P.C.R.C.A. enamelling quality sheets, 100 metric tons; 6′ x 3′ x 38, or 8′ x 3′ x 28 gauge deep drawing enamelling sheets, 75 m.t.; 6′ x 3′ x 26 gauge, or 8′ x 3′ x 26 gauge deep drawing enamelling sheets, 75 m.t. Loan 159; U.S. source. IL/DL/77/266/02101/0031. Bid deadline Dec. 31. Sur Enamel & Stamping Works Pvt., Ltd., 24 Middle Rd., Calcutta 14.

■ Mild steel, carbon steel, alloy tool and die steel, in various forms, such sheets, plates, bars, billets. U.S. source. Ref. LP-1408. Bid deadline Dec. 31. The Tata Iron & Steel Co., Jamshedpur. Copies of detailed specifications obtainable from their agents, Tata, Inc., 425 Park Ave., New York 22, N.Y.

Pakistan

■ G.I. pipes; 4, 5, 6, 8″ diam.; prime standard quality. Loan 7; U.S. source. S/A RM 040005. Credit amount $5,880. Bid deadline Dec. 26. Azmat Bros., A1-Ashraf, Model Town, Bahawalpur. Cable: AZMATBROTHERS.

■ Galvanized steel wire, 8-30 BG. Loan 7; U.S. source. S/A RM 055251. Credit amount $44,100. Bid deadline Dec. 26. Bengal Iron & Steel Industries, Ltd., 21 Jinnah Ave., Dacca. Cable: BOMB, Dacca.

■ G.I. pipes, 4″ dia., 5″ and 6″ dia. Loan 7, U.S. source. S/A No. RM 025310. Credit amount $18,270. Bid deadline Dec. 30. Gul Mohamed & Bros., Pul Pukhta, Peshawar. Cable: TAJCO.

■ Electrolytic tinplate waste waste; 0.25 coating per lb.; assorted to size, gage; 20″ x 28″ and larger; 30 gage, 90/107 lb. base weight; offers quoted f.a.s., c.&f. Karachi basis. Loan 7; U.S. source. Bid deadline Dec. 26. Hill Light Co., Imam Bara Rd., Rawalpindi, West.

■ Cold rolled steel sheets, commercial quality, oiled, soft temper-packed in paper lined metal envelopes, banded on skids, each weighing approximately 3 tons, size 8′ x 3′ x 26BG, 50 l.t., 8′ x 3′ x 28 BG, 50 l.t. Loan 7; U.S. source. S/A No. RM 036114. Credit amount $17,220. Bid deadline Dec. 28. M. E. Dadabhoy & Sons, Jehangir Kothari Bldg., Bunder Rd., Karachi. Cable: AYDASAN.

■ Pig iron; steel rounds 6″-8″; M.S. sheets, 10, 26 BG. Loan 7; U.S. source. S/A RM 039909. Credit amount $15,078. Bid deadline Dec. 26. M. Hassan Din & Sons, 138 Fateh Mohammed Rd., Lahore.

■ Galvanized plain sheets; galvanized corrugated sheets; tin plates; prime coke quality; mild steel joists; mild steel plates; C.R.C.A. sheets; mild steel black pipes seamless. Loan 7; U.S. source. S/A No. RM 035951. Credit amount $252,000. Bid deadline Dec. 29. Pakistan Industries, Ltd., McLeod Rd., Jubilee Insurance House, Karachi. ★

■ Pig iron, Si 2.75-3.00, Su 0.05, Ph 0.10-0.30, Mn 1.0-1.25, C 3.5-4.2. Loan 7; U.S. source. S/A RM 055248. Credit amount $10,482. Bid deadline Dec. 27. National Foundry & Engineering Works, Shyampur, P.O. Faridabad, Dacca 4. Cable: NAFEWORKS.

■ M.S. sheets, 6/3 or 8/3, 20 and 24 gauge; m.s. flat bar, ⅛, ¾, 1″; size ¼, ¾, 1″; m.s. wire, 8 gauge and 12 gauge. Loan 7; U.S. source. Credit amount $6,615. S/A No. RM 055237. Bid deadline Dec. 29. East Pakistan Cycle Industries, 21! Industrial Area, Tejgaon, Dacca.

■ M.S. channels, American Standard Structural, standard structural hot rolled steel to ASTM-7, or up to .33% maximum carbon, minimum permissible length 25′. 70 tons approximately. Loan 7; U.S. source. S/A No. RM 055215. Credit amount $10,237. Bid deadline Dec. 27. Omar Sons, Ltd., Tejgaon Works, 360 Tejgaon Industrial Area, Dacca.

■ G.P. sheets; m.s. plates; pig iron. Loan 7; U.S. source. S.A. No. RM 036035. Credit amount $84,630. Bid deadline Jan. 2, 1963. Haji Yusuf Ismail Mala & Co., Najmuddin St., Nanakwara, Karachi 1. ★

■ "Z" angles, ¾″, 1″, 1½″, 2″, 2½″, 3″; "T" angles, ¾″, 1″, 1½″, 2″, 2½″, 3″; galvanized plain sheets, steel, prime, 1.25 oz. zinc coating, 3, 4 x 6′-8′, gauge 16 to 34. Loan 7; U.S. source. S/A No. RM 055217. Credit amount $5,200. Bid deadline Dec. 27. Pioneer Belt Lacing Mfg. Co., 183 Jubilee Rd., Chittagong.

■ M.S. billets, open hearth, prime quality, conforming to SAE 1020, tensile 28/33 tons per square inch, size 2″ in standard lengths of 18′/20′ with usual maximum 10% shorts. Loan 7; U.S. source. S/A No. RM 036088. Credit amount $13,650. Bid deadline Jan. 2, 1963. Union Steel, Ltd., West Wharf Rd., Karachi. Cable: METALHARD, Karachi.

■ Mild steel billets, 2″ x 2″, 2½″ x 2½″ sq., lengths 18′ and specifications: SAE/1020/1025/1030, each billet heat mark stamped with Works Test Certificate, about 700 tons. C & F Karachi. Loan 7; U.S. source. S/A No. RM 035638. Credit amount $152,867. Bid deadline Dec. 30. Modamedi Rerolling Mills, Barness St., Karachi. Cable: REROLL, Karachi.

■ Galvanized corrugated steel sheets, prime quality, 1.25 oz. zinc coating, 10/3 corrugation 32″, width after corrugation, 24 BG, 3′ x 6′ x 10′, 26 BG, 3′ x 6′ x 10′. Loan 7; U.S. source. S/A No. RM 054784. Credit amount $5,250. Bid deadline Dec. 28. Azizul Hoque & Brothers, Iswardi, Pabna.

■ Plain galvanized sheets, 1.25 oz. zinc coating, per sq. ft., size 8′ x 3′, B.G. 26 and 28, about 25 tons; prime coke tinplate, 107 lbs., B.W., or 30 gauge, coating 1.25, size 20″ x 30″ and 18.¾″ x 28″, about 25 tons; coke tinplate, waste waste grade, coating 1.25, assorted to size and 107 lb., BW or 30 gauge, size 18″ x 24″ and larger. Loan 7; U.S. source. S/A No. RM 035954. Credit amount $5,670. Bid deadline Dec. 28. Quadri Trading Corp., Kutchhi No. 3, Marriot Rd., Karachi. Cable: QUADIRON.

■ Dynamosheet 1/36; ductil steel sheet; black steel sheets. Loan 7; U.S. source. S/A No. RM 036031. Credit amount $115,-500. Bid deadline Jan. 3, 1963. Siemens Pakistan Engineering Co., Ltd., Victoria Rd., Karachi. ★

Pakistan

Special steels. Seraj Brothers, Dewanhat, Chittagong, East Pakistan.

Spain

Hot rolled coils of steel sheets, total quantity 25,000 tons to be supplied during first 6 months of 1963; chemical analysis: carbon 0.12%, manganese 0.3/06%, sulfur 0.04% max.; phosphorous 0.04% max., silica traces, sulfur plus phosphorus 0.07% max.; inside diam. of coils 25/28″, weight 4-6 tons each; tolerances in thickness plus or minus 10%; specs. according to ASTM 245-58T. Bereincua Hermanos (commission merchant), Alameda de Mazarredo 9, Bilbao.

335 Rolling, Drawing, Extruding Nonferrous Metals

Ceylon

● Bid deadline extended to Jan. 15 for supplying, laying, jointing underground cable for distribution system. Ref. OM/C&S/T/IIAS/3/62. (INTERNATIONAL COMMERCE, Oct. 22, p. 48.) Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation & Power, Galle Face, Secretariat, Colombo 1. ★ (WO 7-2162.)

Pakistan

■ Enamelled round copper wire. Loan 53; U.S. source. S/A No. RM 036032. Credit amount $42,000. Bid deadline Jan. 3, 1963. Siemens Pakistan Engineering Co., Ltd., Victoria Rd., Karachi. ★

Sudan

● Underground cable. Contract 122, bid deadline Dec. 29. Controller, Stores & Workshops, Department of Post & Telegraphs, Light Industrial Area, Khartoum South. ★ (WO 7-2162.)

342 Cutlery, Handtools, General Hardware

France

Bandsaws, ribbon saws for textile materials; requests replies in French. Anciens Ets. Vens (manufacturer), 108 rue de Saint-Andre, Lille (Nord). WTD 6/7/61.

Small household utensils and gadgets of novelty character. Paridoc (importer), 52 rue de Clichy, Paris 9e. WTD 10/22/62.

343 Heating Apparatus, Plumbing Fixtures

France

Household heating equipment, voltage 220/380, a.c., 50 cycles. Direct purchase and agency. Compagnie Esswein, S.A. (manufacturer, wholesaler, exporter), 1 bis boulevard des Etats-Unis, La Roche-sur-Yon, Vendee. WTD 11/14/62.

Venezuela

Plumbing fixtures. Direct purchase and agency. Representaciones Lleven C.A. (sales agent), Edificio Monaco, Aptdo. 53-G, Av. San Felipe, La Castellana, Caracas. WTD 11/15/62.

Plumbing supplies for housing construction. Direct purchase and agency. S. M. Roffe, C.A. (manufacturer's agent), Dr. Paul a Salvador de Léon 55, Caracas. WTD 11/9/62.

344 Fabricated Structural Metal Products

Ecuador

Greenhouses with watering systems, heating, ventilation. Lcdo, Carlos Garzon A. (importer, representative), Calle Guayaquil 829, 1° piso, Quito.

France

Heat transfer equipment, furnaces. Direct purchase and agency. S.E.P.I.-Société d'Exploitation de Produits Industriels (manufacturer), 2/4 rue de Londres, Paris 9. WTD 3/61.

Ireland

● Supply, delivery, erection of 2 235,000 kg/hr. coal or oil fired boilers, auxiliary plant. Tender 580G, bid deadline Feb. 26. Electricity Supply Board, Lower Fitzwilliam St., Dublin 2. 1 copy of specifications for review only in Room 4217, Department of Commerce, Washington 25, D.C.

Venezuela

Metal structures, sheeting; construction materials. Direct purchase and agency. S.M. Roffe C.A. (manufacturer's agent), Dr. Paul a Salvador de Leon 55, Caracas. WTD 11/9/62.

Viet Nam

● Buoy to erect beacons with automatic

signal light. Tender 0723-21112, bid deadline Jan. 4, 1963. Central Purchasing Authority, P.O. Box H-5, Saigon.★ (Telephone WOrth 7-4242.)

346 Metal Stampings

Saudi Arabia

Stainless steel kitchenware. Direct purchase and agency. Kurdi Stores (importer, retailer, wholesaler, commission agent), P.O. Box 127, Alkhobar. WTD 11/25/62.

351 Engines, Turbines

Pakistan

Diesel engines, vertical and horizontal. Seraj Brothers, Dewanhat, Chittagong, East Pakistan.

352 Farm Machinery, Equipment

Chile

Agricultural machinery and implements. Direct purchase and agency. Sociedad Importadora e Agricola, Ltda., "SIAL" (retailer of agricultural machinery), Avda. Manuel Montt 1079, Santiago. WTD 11/28/62.

France

Agricultural machines, all kinds. Ets. Herriau & Cie. (manufacturer), 83 rue de Paris, Cambrai (Nord).

Small motorized equipment for agriculture, gardening. Direct purchase and agency. Motostandard (distributor), 44 rue Rambuteau, Macon (Saone & Loire). WTD 10/22/62.

Pakistan

Insecticide spraying and dusting equipment, power driven and hand driven. Seraj Brothers, Dewanhat, Chittagong, East Pakistan.

Uruguay

Grinding and mixing equipment for animal feeds. Correspondence in Spanish. Probalsa, Colonia 844, 60. piso, Montevideo. NCIA. I.R.-11.

353 Construction, Mining, Materials Handling Machinery, Equipment

Argentina

Machinery for construction of "pigeonhole" multi-story parking garage for 200/250 cars; Jose Battaglia, Silva 774, Rosario. I.R.-13.

France

Pneumatic, electropneumatic drills, other public works equipment; requests replies in French. Direct purchase and agency. Société Europeanne d'Etudes & de Representations-SEER (importer, wholesaler), 11 blvd. Arago, Paris. WTD 11/7/62.

Small motorized equipment for construction. Direct purchase and agency. Motostandard (distributor), 44 rue Rambuteau, Macon (Saone & Loire). WTD 10/22/62.

India

■ Crawler excavator, 1½ cyd.; 9/11 cyd. struck rear dumper. Loan 217; U.S. source. Tender No. Project/3070-N/I. Ref. No. D/ENQ/586. Bid deadline Dec. 27. Director General of Supplies and Disposals, N. I. Building, Parliament St., New Delhi 1, where bids are to be sent directly. Copies of tender documents available from India Supply Mission, Washington 8, D.C., for $2.10, not refundable.

■ Dozers and dumpers. Tender No. Project/2017-N(I). Ref. No. D/ENQ/564. Has been canceled. Loan 217; U.S. source. Directorate General of Supplies & Disposals, N. I. Building, Parliament St., New Delhi 1. Previously published in INTERNATIONAL COMMERCE, Nov. 5, p. 36, with bid deadline of Nov. 29.

■ Miscellaneous hoists required by Damodar Valley Corp., Calcutta. Loan 125; worldwide. Tender S/113/AID. Bid deadline Jan. 24, 1963. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. where tender forms including specifications priced at $2.50 each may be obtained; also from Director General, India Store Department, Government Bldg., Bromyard Ave., Acton, London W-3, England; Embassy of India, Naigai Bldg., No. 13/20 Chome Marunouchi Chiyodaku, Tokyo, Japan; Indian Trade Commission in Australia, Caltex House, 167/187 Kent St., Sydney, Australia; Director General of Supplies & Disposals, 24 Shahjahan Rd., New Delhi. Cost of tender forms not refundable nor transferable.

Luxembourg

All kinds of equipment, machinery, structures used in mine operation; requests replies in French. Direct purchase and agency. Société Electro-Industrielle (SEI) (importer, agent), 17 rue Glesener, Luxembourg. WTD November 1962.

Sudan

● One 50-ton cap. locomotive crane, diesel powered, track gage 3'6". Tender contract 2696, bid deadline Jan. 21. Office of Controller of Stores, Sudan Railways, Atbara.

Turkey

■ Permissible mine telephone and auxiliary equipment. Ref. No. 152-EKD/3371. Loan 70; worldwide. Bid deadline Feb. 5, 1963. Turkiye Komur Isletmeleri Kurumu, Etibank Binasi. Genel Mudurlugu, Sihhiye, Ankara.★

Venezuela

Tractor spare parts. Direct purchase and agency. Tracto Parts C.A. (importing distributor, sales agent), Ave. 9 de Diciembre, El Paraiso, Caracas. WTD 11/13/62.

354 Metalworking Machinery, Equipment

Argentina

Machinery for manufacture of steel chain. Correspondence in Spanish. F.A.C.Y.M., SRL, Gregorio de La Ferrere 5310, Buenos Aires. I.R.-14.

Guillotines, metal bending machinery, aluminum soldering machinery. Metol Man & Metol Marc, Larrazabal 2284, Buenos Aires. I.R.-15.

Automatic machinery to manufacture metal curtain rings from black iron wire. Roberto B. Diaz, Francisco Cuneo 2678, Buenos Aires. NCIA. I.R.-16.

Machinery for bending steel for automobile windshields. Correspondence in Spanish. Embaq S.A., Rafaela 975, Ciudadela. NCIA. I.R.-19.

Lease toy dies. Jasaci, R. S. Pena 578, Buenos Aires. NCIA. I.R.-17.

Ecuador

Machinery for small automobile, truck leaf spring manufacturing plant: Alligator shears; furnace oil; eye roll machine, hand, drill presses, leaves, spring clips; punch press, leaf springs, spring clips; punch press, center hole; power hacksaw; threader for 2-head U bolts; punch press, form ends; rolls shape ends; form bend presses; quenching tanks for cooling system; hydraulic press bend U bolts, clips; annealing furnace chain conveyor; hydraulic press, pressing bushings; drill press; drill for bushings, ream bronze bushings; vertical power shear. Vanderbilt (agent, representative), P.O. Box 122, Cuenca. WTD 7/30/58.

Ecuador

Complete factory for manufacture of agricultural hand tools, especially knives, shovels and spades; requests technical advice, quotations, and financing information. Fabian del Hierro M. (industrialist), P.O. Box 216, Quito.

France

Small cutting tools, especially for gears, broaches; machine tools; measuring instruments. Univacier (manufacturer), 44 bix ave. Jean Jaures, Pantin (Seine). WTD 1/15/62.

Machine tool accessories. Univacier (manufacturer), 44 bis ave Jean Jaures, Pantin (Seine). WTD 1/15/62.

India

■ 12¾" round capacity high speed metal cutoff saws with automatic cycle for repetition work and hydraulic feed of saw frame 3, complete with electrics and wet cutting system, suitable for 3/50/440 a.c. supply and spare coils of blades. Loan 217; U.S. source. IL#EI/GL/MTC/160/DLF/362. Ref. No. 63(151)/62-AID(1). Bid deadline Dec. 27. Garlick & Co. Pvt., Ltd., Jacob Circle, Bombay 11.

■ D.C. welding sets required by Damodar Valley Corp., Calcutta. Loan 125; worldwide. Tender S/112/AID. Bid deadline Jan. 23, 1963. India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C., where tender forms, including specifications, may be obtained for $2.50 each. Also obtainable from Director General, India Store Department, Government Bldg., Bromyard Ave., Acton, London W-3, England; Embassy of India, Naigai Bldg., No. 13/20 Chome Marunouchi. Chiyodaku, Tokyo, Japan; Indian Trade Commission in Australia, Caltex House, 167/187 Kent St., Sydney, Australia; Director General of Supplies & Disposals, 24 Shahjahan Rd., New Delhi. Cost of tender forms not refundable or transferable.

■ High frequency E.R.W. automatic mild steel tube welding equipment, complete with all accessories, tools, squeeze roll system, and all spares for 2 years. Loan 157; U.S. source. IL#989188/DLF-157/61. Ref. No. 4(297)/62-AID(II). Bid deadline Jan. 2, 1963. Jindal (India), Pvt., Ltd., Hissar (Punjab). Cable: JINDAL, Hissar. ★

Luxembourg

Heavy industry structures, vessels; requests replies in French. Direct purchase and agency. Société Electro-Industrielle (SEI) (importer, agent), 17 rue Glesener Luxembourg. WTD 11/62.

■ Bearings; tie rod end sets and drag link assembly; fuel pump, repair kit full; water pump assembly and repair kits; other "TYCO" parts; "AMEXA" parts, king bolt sets. Loan 53; U.S. source. IL#197829. Credit amount $6,300. Bid deadline Dec. 26. Ebrahim Brothers, Ltd., Shewani Mansion, Gari Khata, Hyderabad. ★

■ Tools and plants for dredger workshop; machine shop tools, machine repair shop tools; welding and fabricating shop tools; pattern shop and sawmill tools; electric repair shop tools. Loan 171; U.S. source. Bid deadline Dec. 31. East Pakistan Water & Power Development Authority (EPWAPDA), Dacca. Cable: PURWAPDA, Dacca. ★

South Africa

Machinery for manufacture of spun cast solid and cored phosphor bronze rods; requests price quotations c.i.f. Durban, complete machinery description with minimum of 3 copies each of all illustrated literature. Comga (Pty.), Ltd. importing distributor, manufacturer's agent, 703/4 Detroit House, or P.O. Box 3844, Cape Town. Specifications available on loan from Trade Opportunities, BDSA-111, Room 4319, WO 7-4675. ★

Turkey

Electrically operated hand tools. Hamparsum Sariyan (importer), Tersane Caddesi No. 43, Galata, Istanbul. WTD 11/21/61.

355 Special Industry Machinery

Argentina

Modern lime kiln. Galera Hidro Cal, Ind. y Com., S.R.L., La Calera, Prov. de Cordoba. NCIA. I.R.-21.

Machine for coating cookies and cakes with chocolate. Iglesias & Cia. Srl., Aviador Kabel 603, Palomar. NCIA. I.R.-27.

Machinery for making rolled paper sticks for stick type candy—lollipops, caramels. Carlos Garaycochea, Alvarez Jonte 3468/78, Buenos Aires. I.R.-23.

Semi-automatic bread making, slicing and wrapping machinery for 10,000/20,000 lb. daily capacity. Cooperativa Obrera Ltda., Cangallo 19., Rosario (Sta. Fe). NCIA. I.R.-24.

Automatic marking machine for use on plastic and glass containers. Correspondence in Spanish. Marken Argentina, Montaneses 2680, Buenos Aires. NCIA. I.R.-25.

Bag forming machines for locally supplied cellophane; 4x10 to 20x50 cm. sizes. Capacity 4,000-5,000 bags per hour; Casa Ricdan, Ecuador 948, Dept. C, Buenos Aires. NCIA. I.R.-28.

Canada

Machinery, equipment to produce spaghetti, macaroni of all types. Noren Industries, Ltd. (manufacturer, distributor), 3740 East Hastings St., Vancouver, B.C. WTD 10/22/62.

Ceylon

Machinery for stitching volley, soccer balls. D.I. Leather Products Corp. (government corp.), Kelaniganga Mills Rd., Colombo 15.

Machinery for manufacture of ladies', children's shoes; requests technical know-how, financial assistance. Gemrich Shoe Co. (importing distributor), 181-83 Second Cross St., Colombo 11. WTD 11/19/62.

Congo

Machinery and equipment to manufacture plastic. Italplast (manufacturer), B. P. 3115, Leopoldville-Kalina. WTD 11/26/62.

Ecuador

Wool yarn spinning machinery for complete operation; capacity 100 kilograms per 8 hours (approximately 220 lb.), spinning various weights of yarns used in rug weaving; dyeing machinery with capacity per load of 50 kilograms (approximately 110 lb.), perferably designed to receive 3 different dye colors. Eliseo Yumiseva (Fábrica de Alfombras "Floresta"), (manufacturer), Calle Guipuzcoa No. 511, en la Floresta, Quito.

Small unit candy making machinery, complete installation, capacity approximately 500-600 per 8 hours, to include chocolate grinder, cocoa butter extractor, refiner, sugar mill or grinder; requests illustrated catalogues and price lists. Harry Rosenberg (manufacturer), Calle Calama 433, or P.O. Box 2655, Quito.

France

Offset printing equipment. Dactylos (manufacturer), 9 rue de Chateaudun, Paris. WTD 5/5/61.

Presses to cut leather or textiles; special machinery for folding textile materials; machinery, apparatuses, and accessories for clothing industry; requests replies in French. Anciens Ets. Vens (manufacturer), 108 rue de St.-Andre, Lille (Nord). WTD 6/7/61.

India

● Core sand batch type mills with bucket loaders, 2, capacity 5 cwt. Tender SFM 62/09/18-A-1. Bid deadline Feb. 18, 1963. Specifications available for $2.10 from India Supply Mission, 2536 Massachusetts, Ave., N.W., Washington 8, D.C. World-wide.

Italy

Citrus fruit processing machinery, especially automatic citrus juice extractors; best quality desired; proposed plant to be in operation by end of 1963. I.D.O.S. S.p.A., Industria Derivati Ortoagrumari Siciliani (manufacturer), Via Mariano Stabile 8, Palermo.

New Zealand

Woodworking, sawmill equipment, particularly specialized machinery such as dry kilns, sawmills, special sanding machines for automatic sanding of veneers. Direct purchase and agency. Woodworking Machinery, Ltd. (importer, retailer), 404 Broadway, Newmarket, Auckland. WTD 11/19/62.

Nigeria

Automatic machinery for manufacturing foam rubber products, such as mixers, curing unit chamber, washer machines and dryer; new machines or second hand machines in good condition; for 220/340 volt, 50-cycle, 3-phase electric current. Alhaji J. A. Odutola, Managing Director, Nigerian Foam Rubber Co., Ltd. (manufacturer), 5-7 New Court Trading Plot Rd., or P.O. Box 39, Ibadan. WTD 11/21/62.

Pakistan

■ Machinery and mill work, diesel driven, electric, generating sets, battery charging sets, centrifugal pumps, self-priming and non-self priming type for irrigation purposes, road rollers, concrete vibrators, stationary mobile air compressors, water/air cooled. Loan 53; U.S. source. IL#211244. Credit amounts $33,200. Bid deadline Dec. 30. Trading Co. Late Hegt & Co., Ltd., McLeod Rd., Karachi, City West.★

■ Electric motors; pumping sets, stationary type; petrol or kerosene engine; air compressors with tanks and electric motors; car lifts; refrigerators and deep freezers, air conditioners, ice cream making machines; milk shake machines; orange slicing and juicing machines; bottle coolers; water coolers; parts and accessories of refrigeration machinery. Loan 53; U.S. source. IL#209914. Credit amount $5,985. Bid deadline Dec. 29. M. M. Ispahani, Ltd., McLeod Rd., Karachi 1. Cable: ISFAHANIAN.★

■ Spares for refrigeration machinery; spares for ice plant refrigeration machinery; air conditioning plant. Loan 53; U.S. source. IL#229379. Credit amount $5,252. Bid deadline Dec. 30. Pakistan Development Corp., Ltd., 15 Badri Bldg., McLeod Rd., Karachi. Cable: PURVINA.★

South Africa

Automatic machinery for production of polyester plastic foams for upholstery, bedding; requests replies from manufacturers only, price quotations c.i.f. Cape Town in South African rands (1 rand = $1.41 approx.). D. & O. Frye, Starck & Co. (Pty.), Ltd. (manufacturer), 23d St., Elsies River, C.P. WTD 1/17/61.

Spain

Machinery for making fishing nets (purse, seine, gill), cordage, yarns. Motopesqueros de Altura Reunidos M.A.R. (fishing vessel operator), Apartado 186, Vigo.

Turkey

Complete woodworking plant for making parquet flooring; some engineering advice required. Muvahhit Atamer (engineer), Cumhurriyet Bulvari 182/7, Izmir. WTD 11/19/62.

Uruguay

Small automatic ice cream cone machine with 500-1,000 hourly capacity. Correspondence in Spanish. Confiteria Irisarri, Trienta y Tres 610, Minas. I.R.-26.

356 General Industrial Machinery, Equipment

Argentina

Automatic sprinkler systems, fire hose, fire alarms. Blanch Hermanos, S.A., Alsina 633, Buenos Aires. NCIA. I.R.-29.

Austria

Packaging machinery. Direct purchase and agency. Leonh. Lang (importer, wholesaler, manufacturer), Ing. Etzelstrasse 14, Innsbruck/Tyrol.

Ecuador

Machinery for manufacture of building brick, decorative terra cotta screens, perforated designs; concrete roofing blocks; for medium-size plant; requests catalogs, illustrated literature. Luis A. Cadena (importer), Calle Loja 682, Quito.

France

Small industrial, marine equipment, spare parts, such as filters, bearings, injection material; requests replies in French. Direct purchase and agency. Société Europeanne d'Etudes & de Representations-SEER (importer, wholesaler), 11 blvd. Arago, Paris. WTD 11/7/62.

Precision industrial instruments and spare parts, ball bearings, springs, screws. Direct purchase and agency. J. L. Guillon & J. L. Michel (importer, wholesaler, manufacturer), 10 rue du 4-Septembre, Paris 2e.

Industrial equipment relating to nuclear, petroleum industries. Direct purchase and agency. S.E.P.I.-Société d'Exploitation de Produits Industriels (manufacturer), 2/4 rue de Londres, Paris 9. WTD 3/61.

Special bearings, spare parts. Direct purchase and agency. Ets. Vitameca (manufacturer), 10 rue Leclaire, Montreuil (Seine). WTD 10/15/62.

Newly developed solvent treating equipment, such as filters, condensers, drycleaning machines. Direct purchase and agency. Société Nouvelle Pica (manufacturer), 60 rue Saussure, Paris 17. WTD 7/20/62.

India

● Electric muffle furnace (size I), 9 units, with sliding doors, built in indicating electronic pyrometer controller power relay, energy regulator, temp. range 1,850-2,000° F.; high temp. electric ovens, 11 units, heavy duty with mechanical convection, chamber size 16" x 16" x 16"; blower fans, 20 units, for use with above furnaces, ovens. All equipment for chemical processing, to operate on 230 v., 50 c. single ph. a.c. Tender SE-538/REIN, bid deadline Jan. 3. U.S. source. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.★ (WO 7-2723.)

Italy

Micro bearings used in radar and other electronic apparatus; inch measure bearings for U.S. and British automobiles, trucks, and tractors. Direct purchase and commission merchant agency for Italy or part thereof. Natili & Co. (manufacturer's agent), Lungotevere Plaminio, 34, Rome.

Pakistan

■ Wayne Model 440-DCDM internal fluorescent lighted dispensing pumps, 13 units, non-computing in imperial gallons, 110/220 volt, 50 cycle, single phase, ½ hp. motor, complete with CDM chain drive hand attachment; various spare parts. Loan 53; U.S. source. IL#161001. Credit

amount $6,974. Bid deadline Dec. 30. Greaves Cromption Parkinson, Ltd., West Wharf Road, Karachi 2.★

Turkey

■ 150′ x 280′ seed house, capacity 27,560 short tons; tunnel and overhead cooling system, 10′ x 32′ fan house, 2, additional side or end motor house; handling equipment, consisting of one 18″ incline drag, 12″ monitor distributing conveyor, 12″ reclaim drag belt, 12″ x 7″ x 22′ bucket elevator, 12″ x 180′ long screw conveyor, including necessary motors, bearings, reducers, starters and switches; pneumatic seed cooling system for same, including 4 exhaust fans, motors and air ducts with laterals and blast gates. Additional 18″ incline drag. Loan 11; worldwide. Credit amount $160,000. Bid deadline Jan. 7, 1963. B. A. Gomel ve Surekasi, Nebati Yaglar Fabrikasi, Izmir.

Press for use beside kiln for manufacture of charcoal briquettes; some engineering advice required. Muvahhit Atamer (engineer), Cumhurriyet Bulvari 182/7, Izmir. WTD 11/19/62.

357 Office, Computing, Accounting Machines

Chile

Adding machines. Direct purchase and agency. Importadora de Mercaderias y Maquinarias Promex, Ltda. (importer), Alameda B. O'Higgins 1370-23 Casilla 9088, Santiago. WTD 8/30/62.

France

Calculating and other office machines. Dactylos (manufacturer), 9 rue de Chateaudun, Paris. WTD 5/5/61.

358 Service Industry Machines

Argentina

Refrigeration equipment for plant with storage capacity of 150,000 boxes of apples. Brizzolara, Marianetti & Cia., S.A. Agricola, Ind., Com. y Financiera (producer, packer), Cabildo 202, San Rafael, Province of Mendoza. WTD 11/21/62.

France

Water treating equipment and products; requests replies in French. Direct purchase and agency. Ets. C.B.V. Société Vanlaer & Cie. (manufacturer), 133 rue du General Mesny, Haubourdin (Nord). WTD 10/15/62.

Air conditioning units, package air conditioners, related equipment, all types for home use. Direct purchase and agency. Compagnie Esswein, S.A. (manufacturer, wholesaler, exporter), 1 bis boulevard des Etats-Unis, La Roche-sur-Yon, Vendee. WTD 11/14/62.

Venezuela

Industrial water treating and purification equipment. Direct purchase and agency. Proyectos Erecciones y Maquinarias, C.A. (sales agent), Edificio Easo, Ofic. 6-L, Av. Francisco de Miranda, Caracas. WTD 11/13/62.

361 Electric Transmission, Distribution Equipment

France

Precision industrial instruments and spare parts, potentiometers; parts for electronics and aeronautics. Direct purchase and agency. J. L. Guillon & J. L. Michel (importer, wholesaler, manufacturer), 10 rue du 4-Septembre, Paris 2e.

India

● Five XME-632-P analysers (multipurpose meters); six XME-604 bridge megger 500 volts insulation tester; seven XME-605 megger 2,500 volts insulation testers; eight XG-707 oil testing unit. Tender No. SE-543/M, bid deadline Jan. 2, 1963. The Director, India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.★ (Telephone: WOrth 7-2312.)

Iraq

● Supply of metal-clad switchboard for 380 v., 3 ph., 50 c. squirrel cage motor, lighting and welding loads. Tender 50/62, bid deadline Jan. 12. Government Oil Refineries Administration (GORA), Baghdad. Specifications available for review in Room 4217, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

Pakistan

Iron clad switch fuses for domestic and industrial use. Seraj Brothers, Dewanhat, Chittagong, East Pakistan.

361 Electric Transmission Equipment

Thailand

■ KWH meters. Loan 19; worldwide. Invitation No. PDC-MEA-142. Canceled by Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Bid deadline Dec. 28. Copies of revised invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C. Previously announced in INTERNATIONAL COMMERCE, Dec. 3, p. 49.★

■ Electrical wire and cable. Loan 19; worldwide. Invitation No. PDC-MEA-143. Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Bid deadline Jan. 4, 1963. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

362 Electrical Industrial Equipment

India

■ Viscous automatic air filters, 15 ft. wide, 13 ft. 4 in. in height, to handle 75,000 c.f.m. of air, complete with drive motor and control, suitable for operation on 400/440 volts, 3-phase, 50 cycles a.c. supply with 42 airmat filter (6 cells height and 7 cells wide) in flat bank, complete with cell and frame and filled with 25 FG filterdown. Loan 157; U.S. source. IL #989447/DLF-157/61. Ref. No. 4(147)/62-AID.II. Bid deadline Jan. 5, 1963. Shri Shakti Trading Co., 22 Apollo St., Fort Bombay 1.

■ Well point dewatering equipment, explosion-proof electric motors. Loan 217; U.S. source. IL#A 596035/61/AK-DW/CCI-HQ/RM. Ref. No. 65(16)/62-AID(1). Bid deadline Jan. 3, 1963. Hindustan Industrial Corp., K-40, Connaught Circus, New Delhi 1. Cable: AUTOMATIC.★

United Arab Republic

■ Graphite electrodes, 100 metric tons, 7″ diameter by 60″ long, taper threaded with cylindrical nipples (plus 10% extra nipples on each order no.). Order No. 495; graphite electrodes, 100 metric tons, 12″ dia. by 60″ long. No. 496; graphite electrodes, 100 metric tons, 14″ dia. by 60″ long. No. 497. Quotations to be submitted on C & F basis. Loan 27; U.S. source. Bid deadline Dec. 31. Delta Steel Mills, S. A. A., 18 Emad El Bine St., Cairo, UAR.

363 Household Appliances

France

Electric household and kitchen appliances such as refrigerators, cooking ranges and stoves, fans, newly developed products; no laundry washing machines; electric heaters; voltage 220/380, a.c., 50 cycles. Direct purchase and agency. Compagnie Esswein, S.A. (manufacturer, wholesaler, exporter), 1 bis boulevard des Etats-Unis, La Roche-sur-Yon, Vendee. WTD 11/14/62.

Rhodesia, Nyasaland

Refrigerators, freezers. Patton & Palmer (Pvt.), Ltd. (importer, retailer), P.O. Box 1348, Salisbury, Southern Rhodesia. WTD 11/21/62.

Saudi Arabia

Electrical household appliances. Direct purchase and agency. Kurdi Stores (importer, retailer, wholesaler, commission agent), P.O. Box 127, Alkhobar. WTD 11/25/62.

Venezuela

Household electric appliances, small and large. Direct purchase and agency. S. M. Roffe C.A. (manufacturer's agent), Dr. Paul a Salvador de Leon 55, Caracas. WTD 11/9/62.

364 Electric Lighting, Wiring Equipment

Germany

Electric insulators and saddles used for cable laying, plastic or metal, requests replies from manufacturers only. Duve & Co. (manufacturer, importing distributor), 25 Bahnhofstr., 5982 Neuenrade/W. WTD 5/28/62. Samples available on loan from Trade Opportunities, BDSA-111, Room 4319, WO 7-4675.★

Nigeria

● Supply of wiring devices, lamps, cables, conduit fittings, overhead line equipment and home appliances. Tender 1376, bid deadline Dec. 29. Chief Mechanical Engineer, Ministry of Works and Transport, Secretariat, Ibadan.

Trinidad

● Supply of 300 flourescent street lighting fixtures. Each fixture complete with four 40-watt lamps, compensated high power factor ballasts and starters. Tender 616, bid deadline Jan. 28, 1963. Purchasing Officer, Trinidad and Tobago Electricity Commission, 63 Frederick St., P.O. Box 121, Port of Spain.★ (Telephone: WOrth 7-4242.)

365 Radio, Television Sets

Italy

Phonograph records. Direct purchase and agency. Bixio, Societa Azionaria Musicale (importer, publisher), Via Borgogna 7, Milan. WTD 11/28/62.

366 Communication Equipment

Ecuador

Broadcasting equipment, preferably used equipment in good condition, 220-volt: 10-20 kilowatt transmitter; console mixer; 2 recording-type turntables for radio station; 2 professional-type tape recorders; 4 microphones; 2 table microphones; 2 orchestra-type large microphones, multidirectional; requests technical assistance and 75% financing over 1-5 year period. Eduardo Granja E., Proprietor-Manager, Radio Ecuatorianna (radio station), Calle Asunción 360, Quito.

Pakistan

● Supply of flexibility cabinets and cable terminal boxes as per quantity and specifications. Purchase No. 3-24/62/473, bid date Jan. 3, 1963.

Supply of portable magneto testing telephones with and without low pass filters (170). Purchase No. 7-15/62/474, bid deadline Jan. 7, 1963.

Tenders in duplicate should be addressed to F. Rizivi, Purchase Co-ordinating officer, Block No. 48-A, T&T Directorate-General, Karachi, Pakistan. Further information and copies of tender documents may be review in the Communications Industries Division, Room 4805, Department of Commerce, Washington 25, D.C., or copies may be secured through the Consulate General of Pakistan, Pakistan House, 12 E. 65th St., New York 21, N.Y.★ (Telephone: WO 7-4822.)

367 Electronic Components, Accessories

Chile

Radio communication and radio parts in general. Direct purchase and agency. Requests replies in Spanish. Roberto Campisto Llinares (importer & retailer), Balmaceda 323, Casilla 508, Puerto Montt. WTD 8/24/62.

France

Electronic equipment to be used in electronic and chemical industries; requests replies in French. Direct purchase and agency. Techmation (trader), 113 rue Lamarck, Paris. WTD 9/14/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Pakistan

Starters (control gears) for electric motors. Seraj Brothers, Dewanhat, Chittagong, East Pakistan.

371 Motor Vehicles, Accessories, Maintenance Equipment

Argentina

Refrigerated trucks, 3, with net load capacity of 19 metric tons each. Brizzolara, Marianetti & Cia., S.A. Agricola, Ind., Com. y Financiera (producer, packer), Cabildo 202, San Rafael, Province of Mendoza. WTD 11/21/62.

Chile

Automobile parts, & accessories. Direct purchase and agency. Importadora Robertson & Cia., Ltda. (importer, wholesaler, retailer), Av. General Bulnes 195, Casilla 61869, Santiago. WTD 10/3/62.

Automobile parts, accessories. Importadora de Repuestos Auto-Service S.A.C. e I. (importer, wholesaler, retailer) Alameda B. O'Higgins 2427, Casilla 4178, Santiago. WTD 8/29/62.

381 Engineering, Laboratory, Scientific, Research Instruments, Associated Equipment

Chile

Laboratory and medical machinery, instruments and equipment. Direct purchase and agency. Importadora de Mercaderias y Maquinarias Promex, Ltda. (importer) Alameda B. O'Higgins 1370-23, Casilla 9088, Santiago. WTD 8/30/62.

384 Surgical, Medical, Dental Instruments, Supplies

Congo

Rubber hospital and medical items, especially rubber sheets and injection bulbs; medical equipment, surgical apparatus, syringes, surgical needles, sterilizing equipment, hospital furniture; requests replies in French. Direct purchase and agency. Pharmacies Africaines (importer, distributor), Boite Postale 961, Leopoldville. WTD 11/17/62.

France

Hospital equipment: X-ray devices, sterilization apparatus. Direct purchase and agency. Société Nouvelle Pica (manufacturer), 60 rue Saussure, Paris 17. WTD 7/20/62.

Iraq

● Thirty short wave treatment apparatus with complete set of spare parts, tools and servicing data. Tender 71/62, bid deadline Feb. 24. Secretary of the Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: WOrth 7-2312.)

Italy

Hearing aids of up-to-date design; requests catalogues, price lists, and, if possible, samples of apparatus and accessories. Direct purchase and exclusive agency. Alfredo La Rocca, Centro Acustico SRL (importer, dealer), 95, Via XX Settembre, Rome. WTD 12/20/57.

386 Photographic Equipment

France

Photocopying and blue printing equipment, special papers for photocopy. Dactylos (manufacturer), 9 rue de Chateaudun, Paris. WTD 5/5/61.

391 Jewelry, Silverware, Plated Ware

Saudi Arabia

Stainless steel flatware and cutlery. Direct purchase and agency. Kurdi Stores (importer, retailer, wholesaler, commission agent), P.O. Box 127, Alkhobar. WTD 11/25/62.

394 Toys, Sporting Goods

Chile

Sporting equipment in general, and marine sporting equipment. Direct purchase and agency. Enrique Planas y Cia., Ltda. (importer, wholesaler) Nueva York 47, Casilla 2326, Santiago. WTD 10/29/62.

France

Fishing articles, all kinds; requests replies in French. Direct purchase and agency. Le Pelican (importer, wholesaler), 5 rue Paul Cezanne, Paris. WTD 10/29/62.

Fishing articles, all kinds, salt and fresh water. Direct purchase and exclusive agency. S.A. des Ets. Barthes (manufacturer), 20 rue Jules Charpentier, Tours (Indre & Loire). WTD 11/9/62.

Norway

Games and toys, including dolls, children's vehicles, model construction sets, mechanical and electrical toys. Direct purchase and agency. A/S Norske Legio (importing distributor, manufacturer's agent), 121 Enebakkveien, Manglerud, Oslo. WTD 10/25/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Ecuador

Buttons, slide fasteners, and other notions items; requests replies in Spanish. Dr. Gilberto Contreras N. (importer), P.O. Box 2372, Quito.

399 Miscellaneous Manufacturing Industry Products

Argentina

Portable fire extinguishers, pumps, tools and chemicals for fighting forest fires. Blanch Hermanos, S.A., Alsina 633, Buenos Aires. NCIA. I.R.-29.

Germany

Technical brushes, machine brushes. Direct purchase and agency. Schmitz & Ludwig (manufacturer), 905 Postfach or 33 Ludwiestr., 56 Wuppertal-Elberfeld. WTD 11/16/62.

Saudi Arabia

Novelties and gift articles. Direct purchase and agency. Kurdi Stores (importer, retailer, wholesaler, commission agent), P.O. Box 127, Alkhobar. WTD 11/25/62.

502 Drugs, Chemicals, Allied Products

Argentina

Cosmetics, perfume. Correspondence in Spanish. Jose Felman, S.C.A., Av. San Martin 1896, Buenos Aires. NCIA. I.R.-34.

503 Dry Goods, Apparel

Argentina

Clothing. Correspondence in Spanish. Jose Felman, S.C.A., Av. San Martin 1896, Buenos Aires. NCIA. I.R.-34.

504 Groceries, Related Products

Argentina

Canned and packaged foods. Correspondence in Spanish. Jose Felman, S.C.A., Av. San Martin 1896, Buenos Aires. NCIA. I.R.-34.

United Arab Republic

Steel scrap, No. 1 quality HMSS1, 16,000 tons; No. 2 quality HMSS2, 4,000 tons. Loan 27; U.S. source. Bid deadline Dec. 31. The Enginering General Co., 11 Orabi St., Cairo. Cable: EGICI, Cairo.

509 Miscellaneous Wholesaler Products

Argentina

Chinaware, fine crystal, jewelry, watches. Jose Felman, S.C.A., Av. San Martin 1896, Buenos Aires. NCIA. I.R.-34.

Ceylon

Used tires for automobiles and trucks, suitable for rebuilding. Associated Motorways, Ltd. (importing distributor, manufacturer), P.O. Box 950, or 185 Union Pl., Colombo 2. WTD 9/12/62.

891 Engineering, Architectural Services

Argentina

Engineering firm that installs material handling equipment seeks consultation services of U.S. engineering specialists in same field. Accessorios Industriales, Piedras, 348, Buenos Aires. I.R.-12.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified

202 Dairy Products

Congo

Dietetic milk; requests replies in French. Pharmacies Africaines (importer, distributor), Boite Postale 961, Leopoldville. WTD 11/17/62.

203 Canning, Preserving Fruits, Vegetables, Seafood

South Africa

Frozen and canned fruits and vegetables, prime quality. E. Steadman (Pty.), Ltd. (importing distributor, manufacturer's agent), Trust House, Main Rd., Rondebosch, C.P. WTD 11/1/62.

Sweden

Dried and canned fruits including Hawaiian pineapple. AB P. Jorgensen & Co. (sales agent), Skeppsbron 18, Stockholm C.

204 Grain Mill Products

South Africa

Alfalfa meal and seed; best quality packed in 100 lb. export quality hessian bags. E. Steadman (Pty.), Ltd. (importing distributor, manufacturer's agent), Trust House, Main Rd., Rondebosch, C.P. WTD 11/1/62.

Sweden

Rice. AB P. Jorgensen & Co. (sales agent), Skeppsbron 18, Stockholm C.

220 Textile Mill Products

France

Waterproof fabrics; requests replies in French. Sapitex (manufacturer), 42 rue du Faubourg Poissonniere, Paris 10. WTD 10/19/62.

New Zealand

Cotton shirts, good quality, for men's shirts; fashion cotton and synthetic dress fabrics for women's outerwear; plain and printed furnishing fabrics, upholstery fabrics. A. Stuart Oxley, Ltd. (manufacturer's representative), P.O. Box 5220, Auckland. WTD 11/20/62.

Norway

Face towels and related products. H. O. Lund (manufacturer's agent), Blindernveien 62b, Blindern, Oslo. WTD 11/28/62.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Norway

Synthetic fabrics for winter sportswear, raincoats, and other outer clothing. T. Boberg (manufacturer's agent), 14 Cort Adelersgate, Oslo. WTD 10/12/62.

225 Knitwear

Congo

Men's briefs and athletic shirts; cotton and rayon socks; requests replies from manufacturers only. Gita (general agent), B. P. 1418, Leopoldville. WTD 10/10/61.

228 Yarn, Thread Mill Products

Australia

Cotton and synthetic yarns for men's and women's underclothing. Michael Selios Pty., Ltd. (wool broker, manufacturer's agent), 24 Jamison St., Sydney. WTD 4/17/61.

230 Apparel

Congo

Men's and women's raincoats; men's underwear; requests replies from manufacturers only. Gita (general agent), B. P. 1418, Leopoldville. WTD 10/10/61.

238 Miscellaneous Apparel, Accessories

Congo

Men's plastic belts; requests replies from manufacturers only. Gita (general agent), B. P. 1418, Leopoldville. WTD 10/10/61.

241 Logging Camp Products

France

Timber, all kinds; requests replies in French. Lorentzen & Gutzeit (Cie. des Pates a Papier), (importer, commission agent), 23 blvd. Malesherbes, Paris. WTD 2/15/62.

264 Converted Paper, Paperboard Products, Except Containers, Boxes

Australia

Fancy and special papers for wrapping, boxing, artwork. Average to high quality. W. H. & D. R. Roughton (importer and manufacturer's agent), 215 Clarence St., Sydney. WTD 11/28/62.

277 Greeting Cards

Australia

Greeting cards of average to high quality. W. H. & D. R. Roughton (importer, manufacturer's agent), 215 Clarence St., Sydney. WTD 11/28/62.

281 Industrial Chemicals

Argentina

Seeks agency for bulk industrial chemicals. Drogueria Atom, S.A., L.S. Pena 1863/64, Buenos Aires. NCIA. I.R.-10.

France

Rubber acceleratives; potassium ferrocyanide; catalyzers. Société Francaise Metaux-Chimie (importer, exporter), 17 rue de l'Arc de Triomphe, Paris 17. WTD 8/1/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

France

White reinforcing fillers, cellulose resins, melamin resins, artificial iron oxide; polyesters such as polyuretane; acrylic binders; requests replies in French. COFRAMET-Compagnie Franco-Americaine des Metaux & Minerais (commission agent), 22 rue du General Foy, Paris 8. WTD 4/6/62.

Chemical products for plastics industry; requests replies in French. Semalac (manufacturer), 36 rue Camille Desmoulins, Cachan (Seine). WTD 10/19/62.

Rubber substitutes. Société Francaise Metaux-Chimie (importer, exporter), 17 rue de l'Arc de Triomphe, Paris 17. WTD 8/1/62.

Norway

Plastic film for packaging foods, blister packs, skin packs; water-soluble film for packaging detergents. Gunnar Gronneberg (manufacturer's agent importing distributor), 15 Kongensgate, Oslo. WTD 10/8/62.

South Africa

Plastic materials in sheets, rods, and tubes. E. Steadman (Pty.), Ltd. (importing distributor, manufacturer's agent), Trust House, Main Rd., Rondebosch, C.P. WTD 11/1/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Congo

Shoe polish; requests replies from manufacturers only. Gita (general agent), B.P. 1418, Leopoldville. WTD 10/10/61.

306 Fabricated Rubber Products

Norway

Rubber gloves. H. O. Lund (manufacturer's agent), Blindernveien 62b, Blindern, Oslo. WTD 11/28/62.

307 Miscellaneous Plastics Products

Australia

Self adhesive decorative vinyl of average to high quality. W. H. & D. R. Roughton (importer and manufacturer's agent), 215 Clarence St., Sydney. WTD 11/28/62.

South Africa

Kitchen and houseware molded plastic products. E. Steadman (Pty.), Ltd. (importing distributor, manufacturer's agent), Trust House, Main Rd., Rondebosch, C.P. WTD 11/1/62.

322 Glass, Glassware

Australia

Glass giftware of average to high quality. W. H. & D. R. Roughton (importer and manufacturer's agent), 215 Clarence St., Sydney. WTD 11/28/62.

327 Concrete, Gypsum, Plaster Products

El Salvador

Concrete pipe for culverts. Frenkel y Cia. (distributor), 1236 Calle Ruben Dario, San Salvador. WTD June 1962.

332 Iron, Steel Foundry Products

El Salvador

Cast iron pressure pipe for culverts. Frenkel y Cia. (distributor), 1236 Calle Ruben Dario, San Salvador. WTD June 1962.

333 Primary Smelting, Refining of Nonferrous Metals

France

Scandium, indium, gallium, cesium, dysprosium, palladium, rhodium, osmium, ruthenium. MAPREN-Materiaux & Produits Electroniques & Nucleaires (importer, commission merchant), 8 rue Bellini, Paris 16. WTD 6/7/62.

342 Cutlery, Hand Tools, General Hardware

Congo

Razor blades, safety razors; requests replies from manufacturers only. Gita (general agent), B. P. 1418, Leopoldville. WTD 10/10/61.

France

Yachting equipment. Ets. Ayello & Fils (manufacturer), 5 rue Carnot, Dunkerque (Pas-de-Calais). WTD 10/16/62.

Norway

Eyelash curlers, tweezers, manicure and pedicure files. H. O. Lund (manufacturer's agent), Blindernveien 62b, Bindern, Oslo. WTD 11/28/62.

343 Heating Apparatus, Plumbing Fixtures

Austria

Oil burners for home and commercial use. Astrid Artmer (importer, wholesaler, agent), Weissgerberlaende 44-46, Vienna III.

344 Fabricated Structural Metal Products

El Salvador

Sheet metal culverts, steel plate culverts. Frenkel & Cia. (distributor), 1236 Calle Ruben Dario, San Salvador. WTD June 1962.

Pakistan

Structural iron and steel, all steel shapes; steam boilers of all descriptions for power stations. B. R. Herman and Mahatta, Ltd. (importer, wholesaler, manufacturer, commission merchant, manufacturer's agent), Corner Old Queens Rd./ Wood St. or P.O. Box 4660, Karachi. WTD 11/6/62.

349 Miscellaneous Fabricated Metal Products

Australia

Non-precious metal table decorations of average to high quality. W. H. & D. R. Roughton (importer and manufacturer's agent), 215 Clarence St. ,Syndey. WTD 11/28/62.

351 Engines, Turbines

France

Outboard motors. Ets. Ayello & Fils (manufacturer), 5 rue Carnot, Dunkerque (Pas-de-Calais). WTD 10/16/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Argentina

Agency for materials handling conveyor systems or components of system. Accesorios Industriales, Piedras 348, Buenos Aires. I.R.-12.

354 Metalworking Machinery, Equipment

Argentina

Machine tools, including milling machines; lathes, especially vertical lathes; automatic lathes; steel sheet rolling and bending machines. Exclusive agency. Cusa, S.A. (importing distributor, manufacturer's representative), Alsina 701, Buenos Aires. U.S. affiliate is Cosa Corp., Chrysler Bldg., 405 Lexington Ave., New York, N.Y. Available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, WO 7-4675 is a list of firms Cusa represents in machine tool field.★

Agency for wire making machinery. M. Marcovich e Hijos, Bolivar 592, Buenos Aires. NCIA. I.R.-20.

Agency for hand tools. Correspondence in Spanish. Emilio Tovbein, Juan B. Justo 5084, Buenos Aires. NCIA. I.R.-18.

355 Special Industry Machinery

Argentina

Seek agency for printing machinery for plastic containers. Jose C. Gourdy, Viamonte 867, Buenos Aires. NCIA. I.R.-22.

Belgium

New or special shoe repairing machinery. Alfred Vandermeeren (importer), 29 blvd. Em. Bockstael, Brussels 2.

356 General Industrial Machinery, Equipment

Argentina

Agency for automatic lubrication system. Salfor, Soc. en Comandita por Acciones, Loberia 130, Buenos Aires. NCIA. I.R.-30.

Belgium

Strapping machines for packing cases, stencil machines for metal and cardboard; round steel straps and heavy-duty flat strapping. Société Nouvelle "Le Tendeur Universel," S.A. (importer, manufacturer), 67 Quai aux Foins, Brussels.

357 Office, Computing, Accounting Machines

Argentina

Agency for coin counting and classifying machines. Anna C. Ciechanow, Uruguay 1358, Buenos Aires. NCIA. I.R.-31.

362 Electrical Industrial Apparatus

Argentina

Electronic or pneumatic industrial control and measurement instruments. Casucci & Cia. (manufacturer), Pueyrredon 225, 6 Piso, Buenos Aires. WTD 11/19/62.

France

Numerical control systems for machines and handling equipment, except electronic calculating machines. Univacier (manufacturer), 44 bis ave. Jean Jaures, Pantin (Seine). WTD 1/15/62.

363 Household Appliances

France

Electrical appliances and equipment, such as refrigerators, freezers, and deep freezers; requests replies in French. SERMES—Société d'Etudes & de Representations en Materiel Electrique (importer, wholesaler), 11 blvd. du President Wilson, Strasbourg (Bas-Rhin). WTD 10/25/62.

364 Electric Lighting, Wiring Equipment

France

Small electrical equipment, such as lighting devices, fluorescent tubes, wire and cable; requests replies in French. Exclusive agency. SERMES—Société d'Etudes & de Representations en Materiel Electrique (importer, wholesaler), 11 blvd. du President Wilson, Strasbourg (Bas-Rhin). WTD 10/25/62.

365 Radio, Television Sets

Argentina

Agency for classic and popular phonograph records. Harry Wiellems Music Shops, San Juan 2288, Rosario. NCIA. I.R.-32.

366 Communication Equipment

Pakistan

Carrier telephone and telegraph equipment. Trade Linkers (commission merchant, manufacturer's agent), 14-15 Motan Bldg., Bunder Rd., Karachi. WTD 10/3/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

France

Automobile and truck spare parts: batteries, battery chargers, coils, plugs, bulbs. Le Relais du Pneu (wholesaler), 13 avenue des Fleurs, Le Perreux (Seine). WTD 10/19/62.

371 Motor Vehicles, Equipment

Chile

Automotive parts, mainly hydraulic brakes, air brakes, brakes in general, engine block and shaft metals, piston rings. Requests replies in Spanish. Angel Gamiz Castro (sales agent for automotive parts), Purísima 218, Santiago. WTD 11/27/62.

372 Aircraft, Parts

Australia

Light aircraft for agricultural spraying, business and pleasure flying. Cropcair Aviation Pty., Ltd., F. J. Liddicoat (aero crop sprayer), Gowan Rd., Runcorn, Brisbane, Queensland. WTD 10/25/62.

386 Photographic Equipment

Ethiopia

Motion picture projection equipment: sound projectors, arc lamps, electronic rectifiers, amplifiers, screens, sound systems; for outdoor, drive-in movie theater; 220 volt, 50 cycle available current; requests catalogues, price lists, promotional literature. Commission agency. Vishnuprasad Vithalbhai Patel (agent), P.O. Box 426, Addis Ababa. WTD 11/6/62.

394 Toys, Sporting Goods

Australia

Toys, of average to high quality. W. H. & D. R. Roughton (importer and manufacturer's agent), 215 Clarence St., Sydney. WTD 11/28/62.

France

Fishing articles, all kinds. Ets. Ayello & Fils (manufacturer), 5 rue Carnot, Dunkerque (Pas-de-Calais) 1/. WTD 10/16/62.

399 Miscellaneous Manufacturing Industry Products

Norway

Powder puffs, neck mirrors, hair clips and curlers, hair nets, hair and tooth brushes, and related products. H. O. Lund (manufacturer's agent), Blindernveien 62b, Blindern, Oslo. WTD 11/28/62.

502 Drugs, Chemicals, Allied Products

Argentina

Agency for popular and patent drugs, druggists' sundries, toiletries. Drogueria Fuchs, S.A.C.I.F., Moreno 1833/35, Buenos Aires. WTD June 1962. I.R.-33.

509 Miscellaneous Wholesaler Products

France

Synthetic fiber and cotton waste. Gerard Thieffry Herbaux (importer, commission merchant), 108 rue de Roubaix, Toufflers, par Landy.

781 Motion Picture Production, Distribution

Saudi Arabia

Entertainment films, regular 35mm. and 16mm., with Arabic subtitles. Exclusive agency. Dabbous Stores (importing distributor, wholesaler, retailer), P.O. Box 157, Jidda. WTD 11/16/62.

Leads for Importers

Commodities are offered direct unless specified.

011 Field Crop Farm Products

Indonesia

Peanuts, either shelled or unshelled. Quantity, metric tons. Direct or through agent. C.V. Hasan, Kalimati Kulon No. 33, Surabaya. WTD 10/24/62.

012 Fruit Farm Products

Argentina

Fresh fruits. First quality. Apples, up to 2,000 metric tons annually; peaches, up to 1,000 metric tons annually; pears, up to 700 metric tons annually. Brizzolara, Marianetti & Cia., S.A., Agricola, Ind. Com. y Fin. (grower, packer), Cabildo 202, San Rafael, Province of Mendoza. WTD 11/21/62.

086 Forest Products Not Elsewhere Classified

Indonesia

Native rubber (non-estate rubber). Quantity in long tons, high grade quality. C.V. Hasan, Kalimati Kulon No. 33, Surabaya.

203 Canning, Preserving Fruits, Vegetables, Seafood

Argentina

Sweet pepper, red pepper, ground cumin, natural or processed. Molinos Cafayate, Carabobo 410, Buenos Aires. I.R.-1.

208 Wines, Beverages

Argentina

Wine. First quality. Up to 150,000 boxes (12 bottles to a box, bottles of 700 cc. each). La Rural, Vinedos y Bodegas, S.A. Ltda. (winery), General Gutierrez, Province of Mendoza. WTD 11/19/62.

Argentine cognac, brandy, caña for private label; Destilerias Dakar S.A., Rivadavia 14252, Ramos Mejia, Prov. of BA. I.R.-2.

225 Knitting Mill Products

Argentina

Hand finished knitted woolen sweaters. Distributor sought. Splendid, Sociedad en Comandita por Acciones, Joaquin V. Gonzalez 2965, Lanus, Prov. Buenos Aires. I.R.-4.

Hong Kong

Beaded/sequined sweaters. Floline Trading Co. (importer, exporter), 106 Hing Fat House, 8 Duddell St., P.O. Box 13948, Hong Kong. WTD 11/5/62.

227 Floor Covering Mill Products

Argentina

Hand loomed Persian and Chinese type carpets. Correspondence in Spanish. Kerestegian, Vahram, Prado Oeste 202, Catamarca. NCIA. I.R.-5.★

229 Felt Goods

France

Felt and special fabrics for manufacture of slippers and related footwear. Direct or through agent. Etablissements L.A. Chaignaud (manufacturer), La Rochefoucauld, Charente. WTD 11/21/62.

236 Girls', Children's, Infants' Outerwear

Argentina

Hand embroidered baby clothes, particularly baby dresses. Carlyn, Junin 254, Local 3, Buenos Aires. NCIA I.R.-6.

237 Fur Goods

Austria

Fur coats, wraps, stoles. Up to 1,200 units annually. Karl Buchgraber & Sohn (manufacturer, importer, exporter), Kaerntnerstrasse 5/1, Vienna 1.

249 Miscellaneous Wood Products

Argentina

Cross ties of red and white quebracho, poles and parquet flooring. Correspondence in Spanish. Jose M. Cano E Hijos, S.A., Av. Mate de Luna 2853, San Miguel de Tucuman. NCIA. I.R.-7.

251 Household Furniture

Argentina

Modern designed dining room, bedroom sets, office desks of native hardwood. Nicolas De Leo, Juan Bautista Alberdi 1430, Olivos, Province of BA. NCIA. I.R.-8.

282 Plastics Materials

Germany

Printed and decorated plastic foam products such as plastic foam mats for kitchen, bathroom and household, cushions, plastic foam brushes, washing gloves, covers, for various purposes, plastic foam cleaning aids, plastic foam products for advertising, dolls, toy animals. Direct or through agent. Ewald Kampmann (manufacturer), Im Bruehl 3, Honau/Reutlingen. Leaflet.★

311 Leather Tanning, Finishing

Netherlands

High class fancy leathergoods. Direct or through exclusive distributor. Lederwarenfabriek H.J. de Rooy (manufacturer, exporter), 100a van Berkenrodelann, Waalwijk.

343 Plumbing Fixtures

France

Plumbing fixtures and equipment including taps and cocks, bathroom fittings. UFRAS—Union des Fabricants de Robinetterie & Appareils Sanitaires (wholesaler, exporter), 10 rue Tolain, Paris 20e. Illustrated brochure.★

363 Electric Houseware

France

Electric water-heaters. UFRAS—Union des Fabricants de Robinetterie & Appareils Sanitaires (wholesaler, exporter), 10 rue Tolain, Paris 20e.

Germany

Battery-operated vacuum cleaners, window cleaners, and other household cleaning aids. Direct or through agent. Ewald Kampmann (manufacturer), Im Bruehl 3, Honau/Reutlingen. Leaflet.★

371 Motor Vehicle Parts, Accessories

Germany

Spare parts and special lamps for vehicles and armoured cars. Moto-Technik KG., Thelen & Co. (importer, wholesaler, manufacturer, sales agent), 276 Niehler Strasse, 5 Koeln-Nippes. WTD 11/16/62.★

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

Transistor convertors, level indicators, level indicator controls and regulators. Direct or through agent. Gebr. Grieshaber (manufacturer), Hauptstrasse 1-7, Wolfach/Schwarzwald. Descriptive leaflet.★

398 Brooms, Brushes

Germany

Wire brushes of all kinds for industry. Schmitz & Ludwig (manufacturer), 905 Postfach, 33 Ludwigstrasse, 56 Wuppertal-Elberfeld. WTD 11/16/62. Brochure.★

399 Manufacturing Industry Products Not Elsewhere Classified

Australia

Transparent stability indicator model ships, transparent model ship training aids, and publicity ship models, in super or utility finish. H.D.M. Model Co. (model designer and model maker), 28 St. James Rd., Rosanna, Victoria.

Chile

Ostrich feathers, penguin oil, penguin skins, sheepskins, cow and calf hides, horse and cow hair, otter, seal, sea-calf, rabbit and hare skins. Jose Camelio D. (importer, exporter), Balmaceda 855, Casilla 185, Punta Arenas. WTD 8/7/62.

504 Groceries, Related Products

Argentina

Apples, pears, grapes, wine. Joaquin Rodriguez, Calle 2, No. 172 (entre 530 y 531), La Plata, Tolosa, Prov. Buenos Aires. NCIA. I.R.-35.

891 Engineering, Architectural Services

Argentina

Consulting engineering firm specializing in industrial installations wishes to represent U.S. consulting engineer. Copram, S.A., Cordoba 1367, Buenos Aires. IR-36.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

AUSTRALIA—Construction of **airport** at Tullamarine, Australia, part of $67.2 million (£30 million) development program involving Sydney and other parts of Australia expected to begin in 1963. Interested firms may contact Director General, Commonwealth Department of Civil Aviation, Melbourne, Australia.

CANADA—Plans for construction of $2 million national **Ukrainian-Greek Orthodox Theological College** on University of Manitoba Campus have been completed by Blankstein, Russell Associates, 222 Osborne St., Winnipeg. Project to be constructed in 2 phases. First will consist of dormitories, 4 classrooms, library, lounge, kitchen, dining room, gymnasium and administration office, with facilities to accommodate 107 resident students and 200 day students. Second phase will consist of dormitory and classroom extensions and chapel with seating capacity of 250.

Further information may be obtained from above named firm.

INDONESIA—Brochures, catalogues and prices for **kitchen equipment** (main dining room and separate coffee shop), **laundry and cold storage** for proposed **hotel** in Djakarta will be accepted by D.A.S. YAP, #87 Dj. Tjipaganti, Bandung, Indonesia.

IRELAND—Michelin Tyre Co., Ltd., Northern Ireland, considering construction of **factory** near Glegormley outside Belfast, at estimated cost of $39.2 (£14 million), of which approximately $19.6 million (£7 million) will be used for machinery and equipment. Interested firms may contact Mr. Taylor, Chief Engineer, Michelin Tyre Co., Ltd., Stroke-on-Trent, England.

JORDAN—Construction of 180-kilometer **highway** connecting Safi Village at southern end of Dead Sea with Port of Aqaba under consideration by Jordan Development Board. Project will consist of 2 phases, and 2 separate tenders will be issued. First phase is construction of 80 kilometers, the second for 100 kilometers. Interested construction firms may write to Jordan Development Board, P.O. Box 555, Amman, Jordan. Firms should give outline of their organization, plant and equipment, and previous experience in similar operations when contact is made.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Argentina

Manfredo Haase, President, Carbomotor S.A.I.C. (manufacturer of carbon brushes for generators and electrical motors), Chile 1726, Buenos Aires, seeks U.S. collaboration in **expanding the firm's manufacturing operations.** Licensing agreement or some other mutually satisfactory arrangement will be considered. Dec. 1 via Miami for 1 month; c/o R. Sworzyn, 4701 Connecticut Ave., NW., Washington, D.C. Itinerary: Detroit, Chicago, New York, Toledo, Cincinnati, and Cleveland.

England

C. Stanley Price, representing Stanley Price & Associates, Ltd., 1 Green St., Park Lane, London, W.1., interested in **meeting manufacturers interested in exporting to Europe and desiring complete exporting, factoring, promotion and marketing services and distribution.** Dec. 16 via New York for 6 weeks; c/o 409 Mary Louise Dr., San Antonio, Tex. Itinerary: New York, Washington, Kansas City, Houston, Dallas, and Chicago.

Nigeria

Palle Hemicke, representing Nigerian Foam Rubber Co., Ltd., 5-7 New Court Trading Plot Rd., Ibadan, interested in purchasing new or good **used machinery for manufacturing foam rubber products,** such as mixing machines, curing unit chamber, washers and dryers; and chemicals for use in production. Potentially interested in U.S. investment in the firm. Dec. 1 via New York for indefinite visit; c/o C. M. Christie, American Latex Products Corp., 12 Crest Rd., East, Rolling Hills, Calif. Itinerary: Los Angeles, New York, possibly other cities.

Pakistan

Mian Nazir Hussain, representing The Pakistan Industrial Gases, Ltd., 26 North Napier Rd., Karachi 2, interested in obtaining technical information on **calcium carbide plants and oxygen gas plants.** Also interested in obtaining catalogues and literature on above. Dec. 15 via San Francisco for 2 weeks; c/o Hobart Brothers Co., Troy, Ohio. Itinerary: San Francisco, Chicago, Troy, Harrisburg, New York, Washington, and possibly other cities.

Uruguay

Julio Tixe, representing own enterprise at Ibirapita 2792, Montevideo, interested in sale of **ornamental wood products.** Nov. 22 via New York for 1 month; c/o 140 E. 56th St., 12 C. Ap., New York, N.Y. Itinerary: New York, Washington, possibly other cities.

Chile construction firm wants various equipment

Bids have been invited in Chile by the Corporacion de la Vivienda, Arturo Prat 48, Santiago de Chile (corporation for the construction of houses) for the following:

Deep well pumps, water softening equipment, meters, gauges, compressers air equipment and accessories. Bid deadline is January 3, 1963.

Specifications are available on a short loan basis from the General Industrial Equipment and Components Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.★ (Telephone WO 7-5589.)

Egypt extends deadline for irrigation system

The bid deadline for the Mairut irrigation system has been extended from Dec. 30 to Feb. 9, 1963.

Announcement of the extension was made by the Director General, Power and Machinery Dept., Egyptian Desert Development Organization, 70 Gomhouria St., Cairo, U.A.R.

The project was announced in INTERNATIONAL COMMERCE, Oct. 15, page 36.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated October unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Federal Republic of Germany and West Berlin, November.
Canneries and Frozen Food Producers and Exporters—United Kingdom, September.
Chemical Importers and Dealers—United Kingdom, September.
Dry Good and Clothing Importers and Dealers—Spain.
Furniture Importers and Dealers—Federal Republic of Germany and West Berlin.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—Australia.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—Peru.
Hardware Importers and Dealers—Belgium.
Iron and Steel, Nonferrous Metal and Building Material Importers and Dealers—Australia.
Iron and Steel, Nonferrous Metal and Building Material Importers and Dealers—Portugal.
Laundry and Dry Cleaning Industry—Austria, September.
Metallurgical and Metal Working Plants—Portugal.
Provision Importers and Dealers—Belgium.

Transcameroon railway to be built in 1963

An invitation to bid will be issued in 1963 for construction of the first section (332 km.) of the Transcameroon Railway, between Yaounde and Goyoum.

This construction is to be jointly financed by the European Development Fund of the European Economic Community (EEC) and the Agency for International Development (AID), Loan 56.

Director of construction is the Office du Chemin de Fer Transcamerounais, B. P. 625, Yaounde, Cameroon.

A call for qualifications of companies desiring to bid will take place early in 1963; further details about the project will be made available at that time. Complete bidding documents will probably be available in May 1963, for enterprises whose qualifications have been accepted. Formal bids probably will be required by the end of September, 1963.

U.A.R. extends bid deadline for desert reclamation work

The Mairut project bid deadline has been extended for 1 month from Dec. 29, 1962, to Jan. 29, 1963, according to an announcement from the Embassy of the U.A.R. This project includes the reclamation of 83,040 acres of desert.

A complete set of drawings and specifications may be examined at the Building Materials and Construction Industries Division, BDSA, 306, Room 4002, Department of Commerce, Washington 25, D.C.

Three copies of the tender are available for $433.50 each at the Commercial Office, Embassy of the U.A.R., 2215 Wyoming Ave., NW., Washington 8, D.C.

Bids should be addressed to the General Organization for Desert Reclamation, 70 Goumhoria St., Cairo, Egypt, U.A.R. For further details see INTERNATIONAL COMMERCE, Nov. 26, p. 63.

Indian Government to sell surplus quinine, cinchona

The Director General of Supplies and Disposals, New Delhi, invites bids for the purchase and removal of quinine sulphate (28,000 kg.) cinchona febrifuge (49,012 kg.), totaquine and cinchona bark as well as large amounts of quinine sulfate and quinine hydrochloride tablets.

Sale of these products is conditioned on the agreement that they will be exported and will not be for sale in India.

Tender documents (D/ENQ/600) are available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for $1.05. Bid deadline is Feb. 6. Tender DGS&D/Global-11/Misc-520807-909/54/D/Eng/600.

$5.6 million Australian dam bidding deadline is January 30

Bids are requested for the construction of a dam in Australia estimated to cost $5.6 million. Work includes 800,000 cubic yards of rockfill, 50,000 cubic yards of concrete and roadwork. Bid deadline Jan. 30, 1963.

Specifications may be obtained from the Irrigation and Water Supply Commission, William and Margaret Streets, Brisbane, Queensland, Australia.

One copy of Specifications is available for review in the Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. (Published in INTERNATIONAL COMMERCE, July 23, 1962, page 14).

Bids requested by Iraq for supply of date boxes

Bids are invited by the Iraq Date and Trading Co., Basrah, a Government of Iraq entity for the supply of date boxes and accessories.

Included in the tender are 1.7 million wooden boxes for date packing; 100 tons of iron hoops; 20 million sheets of waxed kraft paper; 25 million sheets of printed celophane paper in various designs, printed in four colors; 10 tons of methyl bromide; and 2,000 gallons of chlorasol (ethylene dichloride-carbon tetrachloride) in drums.

Tenderers may quote for any or all of the items, in whole or in part, for delivery in Basrah by July 31, 1963, or for delivery in vessels of Buyers' choice at port of supply by June 30, 1963.

Bids should be submitted in sealed envelopes marked "Tenders for Date Boxes and Accessories" addressed to the Managing Director, Iraq Date Trading Co., Basrah, Iraq in time to reach that office before 12 noon Jan. 31, 1963.

A copy of the bid invitation, including specifications and terms of contract, is available on loan from the Commodity Export Promotion Staff, BDSA, Room 4317, Department of Commerce, Washington 25, D.C.

India invites tenders on various surveying instruments

The India Supply Mission is inviting tenders for a variety of surveying instruments including alidades, compasses, barometers, stereoscopes, stereometers and others. Tender Enquiry is SE-583 and the bid deadline is January 10. Tender forms including specifications of requirements can be obtained from The Director, India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Copies of specifications are available for review from the Scientific, Photographic and Business Equipment Division, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C. (WOrth 7-2312.)

Iraq Education Ministry seeks foundry equipment

The Ministry of Education in Baghdad has invited bids for the following equipment: melting furnaces, core baking ovens, crucibles, sand preparation equipment, sand testing devices, and a variety of other foundry machinery and equipment.

Bid documents may be purchased from the Secretary of the Central Purchasing Board, Ministry of Finance, Baghdad, Iraq, for $5.80. Bid deadline is Feb. 10, 1963. Procurement is worldwide.

One copy of specifications and bidding conditions is available on short loan from the Metalworking Equipment Division, BDSA, Department of Commerce, Washington, D.C.

India extends bid deadline on turbo generator project

Deadline for submitting bids for the supply and erection of turbo-generators for the Kothagudem Thermal Power Station has been extended from Jan. 21, 1963, to Feb. 20, 1963. (See INTERNATIONAL COMMERCE, Oct. 29, page 39.)

New Books and Reports

***World Trade Information Service.* U.S. Department of Commerce. Washington, 1962.**

The following recently published issues in the WTIS series are now available from the Superintendent of Documents, Government Printing Office, Washington 25, D.C. (The WTIS series will soon be superceded by Overseas Business Reports).

Basic Data on the Economy of Afghanistan. WTIS, Part 1, No. 62-77. 18pp. 15 cents.

Establishing a Business in Peru. WTIS, Part 1, No. 62-78. 29pp. 15 cents.

Economic Developments in Mexico. WTIS, Part 1, No. 62-79. 16pp. 15 cents.

Licensing and Exchange Controls . . . Ethiopia. WTIS, Part 2, No. 62-58. 4pp. 10 cents.

Trade of the United States with the Near East: years 1959-61, and half-years, July-December, 1960-61. WTIS, Part 3, No. 62-29. 4pp. 20 cents.

The following recently issued Government publications are also available from the Superintendent of Documents:

Development of the Japanese Photographic Products Industry, 1961. Department of Commerce, October, 1962. A 20-page statistical summary, with introductory text, of the Japanese camera industry's 1961 performance and its future prospects. 15 cents.

U.S. Balance of Payments—Questions and Answers (Revised). Department of State Pub. 7392 of General Foreign Policy Series 180. 1962. 19pp. 15 cents.

ABC's of Foreign Trade—U.S. Trade Policy in Brief (Revised). Department of State Pub. 7402 of Commercial Policy Series 193. 1962. 40pp. 25 cents.

General Agreement on Tariffs and Trade—Analysis of U.S. Negotiations, 1960-61 Tariff Conference, Geneva, Switzerland. Vol. III. Department of State analysis of reciprocal negotiations with Cambodia, Haiti, India and Japan, and a consolidated schedule of concessions granted by the U.S. State Department Pub. 7408 of Commercial Policy Series 194. 152pp. 45 cents.

Catalog of United States Census Publications, January-September 1962. Bureau of the Census. Washington, 1962. 120pp. 35 cents.

***Instruments of Monetary Policy in the countries of the European Economic Community.* Published by the Commission of the EEC. 1962. $4.**

The Commission of the European Economic Community has recently published in book form the results of an inquiry into the instruments of monetary policy in the 6 member states of the Community.

The 280-page report is the result of a joint work over the past year by the central banks of the member states and the Commission's Directorate General for Economic and Financial Affairs.

It is divided into chapters on individual countries, with a comparative review of the instruments of monetary policy—in particular, discount, minimum reserve, and open-market policy—and of Treasury transactions which influence the liquidity of business and banking circles. The comparative review also discusses the relation between government and central bank, as well as the structure of the banking system, in each member country.

The report has been issued in the 4 official languages of the Community, and an English edition is expected to be available by the end of January. The French-language edition may be obtained now at the European Community Information Service, 235 Southern Building, Washington 5, D.C.

***Davison's Textile Year Book: 97th year.* Davison Publishing Co. Ridgewood, New Jersey. 1962. 1,400 pp. $9.75.**

The newest edition is said to contain reports on all textile mills, dyers and allied firms in the U.S. and Canada, listing the total number of looms, spindles, cards and combs.

There is a classified directory of cotton, woolen, worsted and carpet mills, listing each mill making each line of goods, with numbers and kinds of yarns made by spinners. Finally, the book contains a textile buyers' guide to manufacturers and dealers in chemicals, dyes, yarns, textile machinery and supplies.

***The Farm Index.* U.S. Department of Agriculture. Washington, 1962. Yearly subscription $2.**

A new monthly economic research service of the Department of Agriculture, the magazine includes a section on the foreign market. It can be ordered from the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

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Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

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Calendar *for international traders*

December

18—Monthly Foreign Trade Luncheon of the Cedar Rapids Chamber of Commerce Foreign Trade Bureau, **Cedar Rapids, Iowa.** Subject: Trade opportunities in Pakistan, India and the Far East.

18-19—Conference for Corporation Executives, Statler-Hilton Hotel, **Washington, D.C.** Subject: "Business Prospects in Latin America." Sponsor: School of Advanced International Studies, Johns Hopkins University.

19—Executive Forum On Export Expansion, **Chicago, Ill.** Sponsor: Economics Council of the Chicago Trade Assn.

28—American Economic Assn. Dinner, **Pittsburgh, Pa.** Speaker: Jack N. Behrman, Ass't Sec'y of Commerce for Domestic and International Business.

January

5—Jacksonville World Trade Night, Robert Meyer Hotel, **Jacksonville, Fla.** 8:00 P.M. Sponsors: REEC and local civic bodies.

9—Export Trade Seminar, Opening Session (8 weeks), **Jacksonville, Fla.** Sponsors: Jacksonville Chamber of Commerce; Duval County Board of Public Instruction; U.S. Department of Commerce, Jacksonville office.

10—Forecasting Conference of Chamber Commerce of Greater Philadelphia, **Philadelphia, Pa.** Speaker: Dr. Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Affairs.

14—Export Trade Seminar, Opening Session (9 weeks), **Pensacola, Fla.** Sponsors: Adult Distributive Education Division, Escambia Board of Public Instruction; Pensacola Port Authority; Pensacola Chamber of Commerce; Industrial Management Assn.; and, U.S. Department of Commerce, Jacksonville Field Office.

15—First Monroe Conference on Exports, **Monroe, Louisiana.** Speaker: The Honorable Charles M. Meriwether, Director, Export - Import Bank of Washington. Sponsors: Northeast Louisiana State College; Louisiana-Mississippi Regional Export Expansion Council; Monroe Chamber of Commerce; Small Business Administration; U.S. Department of Commerce.

17—Businessmen's Conference of U.S. Trade Mission to Italy; **New York, N.Y.** Sponsor: U.S Department of Commerce.

17—Second Export Trade Workshop, **Hartford, Conn.**

18-25—Orientation to Brazil Program, Gould House, **Ardsley-on-Hudson, N.Y.** Sponsor: Office of Special Service to Business and Industry, New York University.

22—Businessmen's Conference of U.S. Trade Mission to Japan; **Cleveland, Ohio.** Sponsor: U.S. Department of Commerce.

23—Agricultural-Industry Conference, **Salt Lake City, Utah.** Sponsor: State of Utah.

23-25 — International Engineering Convention, **Boulder, Colo.** Sponsor: University of Colorado.

25—Businessmen's Conference of U.S. Trade Mission to Spain; **Ft. Lauderdale, Fla.** Sponsor: U.S. Department of Commerce.

February

7—U.S. Trade Mission to Greece, Terminal Conference. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

11-14—International Heating & Air Conditioning Exposition, **New York, N.Y.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

12-13—Conference for Corporation Executives on Current Developments in Western Europe. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

14—Meeting of the World Trade Club of Denver, **Denver, Colo.**

March

14—Businessmen's consultations, U.S. Trade Mission to Italy and Spain. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

19—Electronic Industries Assn. Symposium on European Markets for Electronic Products, Statler-Hilton Hotel, **Washington, D.C.**

April

15-16—Conference for Corporation Executives on U.S. Business in Africa. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

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